OCTOBER 1, 1973

Commerce Today

Coming Developments in Business and Technology

World Exports Climb Sharply

Corporate Heads Respond To Minority Enterprise

New Emphasis On Joint Exporting

A Business Management Approach For Government

FROM THE
SECRETARY

Energy: Waste Not, Want Not

This column was written by Under Secretary of Commerce John K. Tabor.

Energy: waste not, want not.

We Americans need to engrave that message on our consciousness forever. For our energy tanks are uncomfortably low today and will remain so as far as we can see in the future.

This is why the consuming public, business, and government at all levels must join in a drive to reduce overall energy consumption by 5 percent by July 1974.

Both the short- and long-term situations are serious. We must make sure that we have enough heating oil this winter to meet the needs of our homes, factories, and public facilities such as schools and hospitals. We must take steps to ensure that next summer gasoline and diesel fuel levels are sufficient to harvest crops without draining off supplies necessary for our system of public and private transportation.

Our long-term energy requirements are even more critical. With only 6 percent of the world's population, we consume almost one-third of all the energy used in the world. If we continue along the same path we are now pursuing, our energy needs will have nearly doubled by 1985. This projected annual increase in demand will far outstrip the projected growth of our domestic supplies unless extensive measures are taken in both areas.

What can we do to conserve energy—right now, as well as in the long run?

President Nixon has ordered the Federal Government to achieve a 7 percent reduction in energy consumption by next July.

Most householders can effect significant fuel savings this winter through such measures as weatherstripping windows, adjusting the thermostat a few degrees cooler during the day and ten degrees at night, keeping the heating plant operating efficiently, and installing storm windows and insulation. If all these steps are taken, savings can amount to as much as 40 percent in many instances.

Motorists can cut fuel consumption substantially by driving more slowly. A car traveling 50 miles per hour uses 20 to 25 percent less gasoline than at 70 miles per hour. Proper tire inflation can increase gasoline mileage, as well as tire mileage.

The challenge to business, which consumes more than 60 percent of the nation's energy supplies through industrial, commercial and transportation applications, is perhaps the greatest of all. Major fuel savings can be obtained in a variety of ways without restricting production or creating health hazards. Methods include cutting heating in unoccupied space, lowering the thermostat in noncritical areas, maintenance of heating, cooling and power equipment in top condition, reduction of ventilating air and lighting load, utilization of waste heat, and recycling of discarded plant by-products such as drain oil and sawdust as fuel supplements. These are general suggestions which can be adapted to fit particular plants.

This energy conservation effort will not only help alleviate our fuel shortage. The savings also will mean more profit for business, more disposal income for consumers, and less expenditures for government. In addition, we'll have a cleaner environment.

Energy: Waste not, want not. Let's paste that in our hats.

John K. Tabor

Commerce Today

Vol. III, No. 26, October 1, 1973

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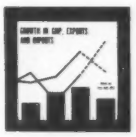

With growth in trade, interaction between U.S. and other economies increase in importance; U.S. economic events affect other nations, and trade becomes a significant factor in U.S. Gross National Product.

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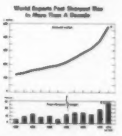

Global exports for the first six months of this year are 30 percent above the first half of 1972 at the current exchange rates.

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COVER: *This, the final issue of the third year of publication of* Commerce Today, *covers a multitude of subjects affecting the U.S. businessman from impressive world trade figures for the first six months of the year to a report on how American corporations are involving themselves in minority business enterprise.*

ECONOMIC
HIGHLIGHTS

Expansion Of Trade Causes More Interaction Between Economies Of U.S., Foreign Nations

Economic Highlights is prepared by Dr. Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs.

The most important contribution the United States can make to international economic progress is to keep our economy steady so that it will not disrupt the affairs of other nations.

It is generally recognized that there is a growing interrelationship among nations that has caused the ripple effects of economic change to be more pronounced and pervasive. Furthermore, from the U.S. perspective, the ripples run in both directions. The pace of U.S. economic activity can have a noticeable impact on the amount of goods and services we offer to the world at competitive prices and also on the size of the market we offer for the goods and services of other nations. At the same time, domestic economic activity, including employment and inflation, is affected by the competitive impact of imports and the stimulus of exports.

With the rapid growth of other industrialized nations, the predominance of the United States in world economic affairs is no longer overwhelming. Yet, Americans export and import far more than any other single nation and a fairly large American ripple can make, for better or worse, a wave for other nations.

The $49 billion in U.S. exports in 1972 represented 13.4 percent of the world total compared with 7.7 percent for Japan, a large and trade-conscious nation, and 41.7 percent for the nine nations of the Common Market. Furthermore, about half of the Common Market trade occurred within the EEC itself. Imports were distributed in about the same proportion.

The U.S. share of world exports has dropped significantly over the last decade, while our import share has been growing.

The United States exported 14.1 percent of its total production of goods in 1971, up from 9.1 percent in 1950 but still well below the proportion for most of other nations.

Both Japan and West Germany export more than a third of their merchandise output, and the figures are above 50 percent for Great Britain and Canada.

The size of the market the United States offers for foreign imports, as well as the volume of U.S. exports, is strongly affected by the domestic business cycle. As the U.S. rate of growth accelerates during a period of expansion, export growth tends to be slower (U.S. firms apparently become preoccupied with a very brisk domestic market), and imports expand more rapidly (the surging U.S. market attracts more foreign goods). This effect is relative, the magnitude depending on the rate of growth in other major nations.

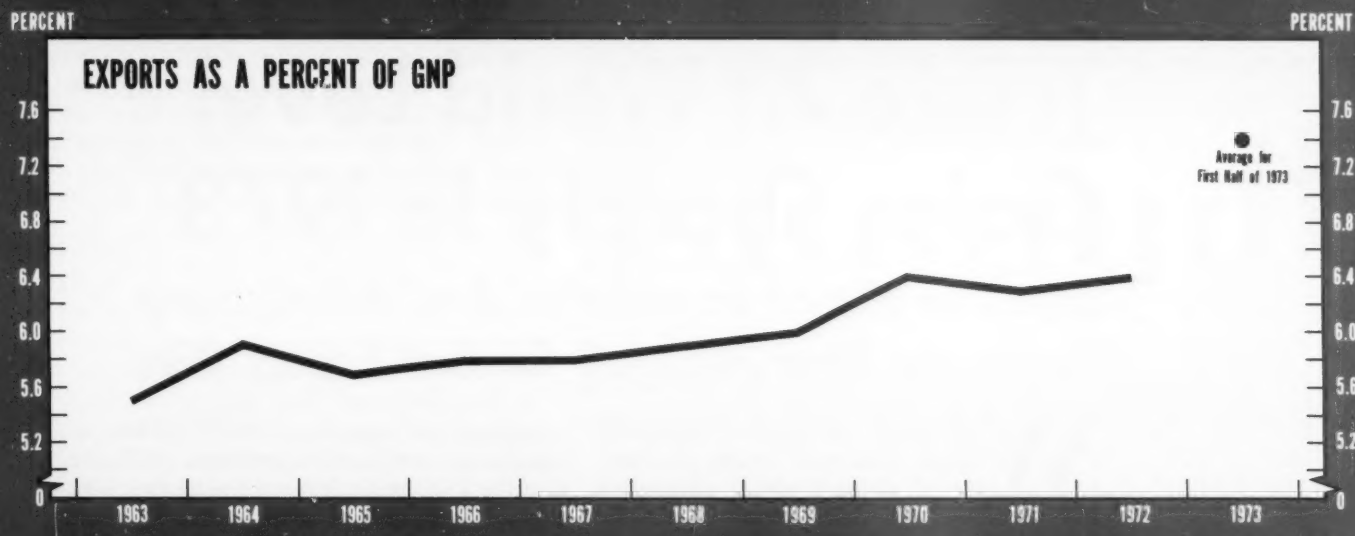
Conversely, the size of U.S. foreign trade has a substantial impact on the U.S. economy. A few years ago, domestic economists, in discussing GNP, mentioned the component "Net Exports" (exports of goods and services minus imports) only in passing, since the export side usually exceeded the import side by a fairly stable amount. In recent years, however, there has been a sharp swing, from a large surplus to a large deficit, and, temporarily at least, back to balance again.

Thus, the external trade of the United States has become increasingly important to the domestic economy, while the U.S. economy continues to be a major factor in the world economy—both as a producer of goods and services for other nations and as a market for foreigners' output.

(See trade story on Page 4.)

Other economic data

Housing starts trend downward after a three-year boom; personal income continues to climb at a strong and steady rate.



Housing Starts and Personal Income are at seasonally adjusted annual rates

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October 1, 1973

Trade At World Level Gains Sharply In 1973

Boom In Major Economies And Inflationary Pressures Spur Massive Global Export Rise

World export growth has accelerated sharply this year under the stimulus of rising levels of production and investment in most major economies. During the first six months of 1973, exports were running at an annual rate of roughly $475 billion, based on current exchange rates. This year's trade level represents an increase of nearly 30 percent above that reached in January-June 1972 and compares with a gain of close to 20 percent in that period. These data exclude exports from communist areas in Eastern Europe and Asia and from Cuba.

Continuing the trend of recent years, the developed countries are increasing further their share of world commerce, which exceeded four-fifths last year. Exports and imports of this group of nations both advanced at higher rates than in the first half of 1972. The volume of goods traded internationally by these countries also expanded at a more rapid rate.

World trade in 1972 recorded the steepest rise in more than a decade. Of the 18 percent expansion in exports to $372 billion, an estimated one-third represented valuation changes that result from converting national trade data to dollars at prevailing exchange rates. In 1971, on the other hand, only a minor part of the advance was attributable to changes in pre-Smithsonian rates. Export volume increased about 9 percent last year, reflecting the resumption of rapid economic growth particularly in the United States, Western Europe, and Japan. The remaining small portion of the export gain stemmed from higher prices on internationally traded products resulting from continued worldwide inflationary pressures.

Export gains reduce U.S. deficit

This year an extraordinary upsurge in the value of U.S. exports brought a major improvement in the trade balance. The small slowdown in the rate of increase in imports contributed only slightly.

Shipments to foreign markets in the first half were running at a seasonally adjusted

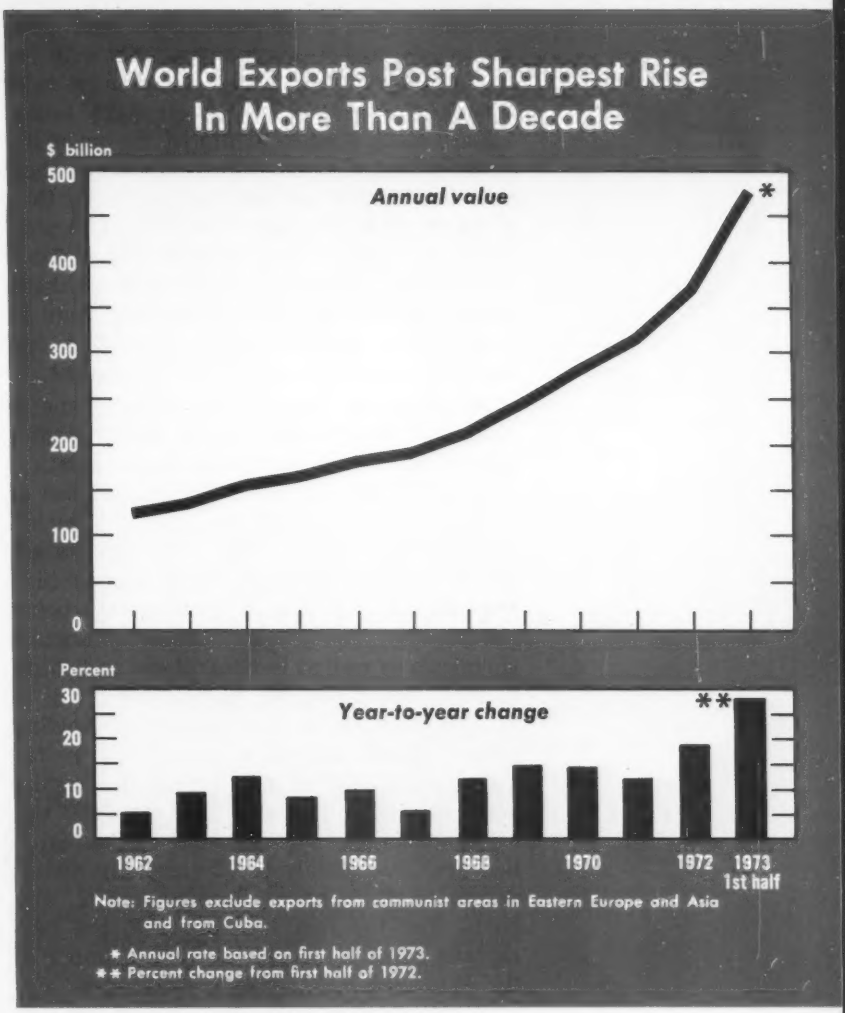
annual rate of $64.6 billion, excluding military grant-aid. This represented a gain of 31 percent over the 1972 total and reflected the continuing economic boom abroad, further heavy foreign demand for U.S. food and feedstuffs, and the stronger competitive position of U.S. products resulting from the currency realignments of the past two years. U.S. imports at a $66.2 billion rate in January-June 1973 were also substantially higher than last year but the rate of gain, 19 percent, was far smaller than for exports. This year the more rapid expansion in exports than imports reduced the merchandise trade deficit to an annual rate of $1.6 billion from the $6.3 billion recorded in 1972. (See Aug. 20 issue of *Commerce Today* for a detailed review of U.S. trade developments in the first half of this year.)

In 1972, the 13 percent rise in deliveries of U.S. goods to $49.2 billion, excluding military grant-aid, was stimulated by the same economic factors that had an even greater impact in the first six months of 1973 and, to some extent, by make-up shipments following the 1971 dock strikes. Agricultural products led the advance, expanding twice as rapidly as the 11 percent rate posted by nonagricultural goods. The expansion in nonagricultural deliveries was buoyed by a 15 percent rise in machinery. Chemical shipments advanced more moderately and transport equipment was sluggish due to reduced deliveries of aircraft and parts. Export increases were widespread geographically, shipments to most major trading areas advancing faster than in the previous year.

The United States also imported at a faster pace in 1972. The 22 percent advance in arrivals was prompted by the demands of the rapidly expanding U.S. economy and by higher prices on imports resulting from the currency changes and inflationary pressures abroad. As with exports, makeup shipments following the 1971 dock strikes contributed to the gain.

Capital goods imports expanded especially vigorously. Purchases of consumer goods and industrial supplies also climbed sharply while those of foods and beverages showed relatively moderate gains. In contrast to exports, U.S. imports in 1972 grew more rapidly from the developing than from the developed areas, although the inflow from both was generally at a faster pace than in 1971.

The discussion that follows analyzes international trade developments outside the United States in 1972 and is based on national trade data converted to U.S. dollars at prevailing exchange rates.



Competitors gain share

Among the principal trading nations, Germany, France, Italy, and Japan enhanced their relative standing in world exports in 1972, while the United Kingdom lost ground. Although U.S. export expansion was much stronger than in 1971, the nation's trade share shrank to a new low of 13.4 percent principally because competitors' exports, when expressed in dollars, were boosted due to the appreciation of most key foreign currencies.

Exports by Western Europe in 1972 rose one-fifth, considerably faster than in the previous year. The six original members of the European Economic Community (EEC) stepped up foreign sales even more with a

combined gain of 23 percent, as each country accelerated its trade—especially with fellow-members. Such intra-Community sales represented around half their $125 billion export total. France exhibited the most dynamic advance as its exporters bettered their previous year's performance by more than a fourth. Belgian traders did almost as well. Large increases in shipments abroad of wines and fabrics of wool, cotton, and synthetic fibers contributed to Italy's recovery from its most severe recession since the 1940's, and helped in boosting exports by 23 percent.

Weakness in German demand at home in the earlier part of the year prompted greater concentration on foreign markets. Particularly good results were achieved in sales of various types of machinery, motor vehicles, and artificial resins, with total exports expanding a fifth. Dutch shipments abroad likewise moved up a fifth, the performance being particularly strong in organic and inorganic chemicals as well as in natural gas and ships. British motor vehicles moved sluggishly in foreign markets as did machinery, holding overall export growth to 9 percent, by far the smallest relative gain among the leading West European nations. Spain reported one of the steepest export increases in the region last year due mainly to substantially higher deliveries of footwear, iron and steel, and boats. For the first half of 1973, the percentage gains in exports by each member of the expanded EEC, except Italy, were significantly higher than the annual growth rates posted in 1972.

Imports by developed countries in 1972, like exports, expanded faster than the world total. Western Europe recorded a rise of 18 percent, which was greater than during 1971 when economic activity was sluggish. Spain led with an increase double the regional average. Members of the EEC, especially France, also boosted foreign purchases sharply. Only the Netherlands of this group failed to increase imports more rapidly than in 1971. Great Britain stepped up the inflow of goods from abroad by 16 percent as industrial production recorded a moderate advance following several years of virtually no growth; continuing the acceleration, in the January-June period of 1973 entries were valued 28 percent above first-half levels of 1972.

Canadian imports climb

Canadian export growth in 1972, while faster than in the previous year, did not match the 22 percent rise in imports. Greater two-way trade in automotive products with the United States accounted for an important part of these gains. The inflow was also stimulated by the vigorous growth of the economy, while exports were buoyed by rising U.S. demand for Canadian crude oil and lumber, requirements that continued to mount in 1973.

Although Japanese deliveries of cars, ships, and machinery increased, sales of iron and steel and textiles flattened out in 1972, so that the overall export rise even in dollar terms was smaller than in the preceding year. Measured in yen, the advance amounted to only 5 percent. Conversely, Japan's imports rose faster in 1972, reflecting the resumption of rapid economic advance. In the first six months of 1973, Japanese purchases from abroad were running more than 50 percent higher than the previous year's first-half level. Exports rose at only half that rate, resulting in a smaller trade surplus in the first quarter and a deficit in the second.

Australian exports last year rose about a fourth in value, boosted in part by significantly higher prices for wool. Imports, however, declined in response to a slowdown in the country's manufacturing activity.

Developing area trade expands

The less economically advanced nations stepped up their rate of export growth to 17 percent in 1972, compared with 12 percent in the previous year. Moreover, during the first six months of 1973, incomplete data indicate the advance was more rapid than a year earlier as import demand by industrial nations continued strong and prices climbed for such high-volume developing area products as metals, sugar, and especially petroleum. Stimulated by the substantially higher export earnings last year, imports, too, were expanding faster than the 11 percent increase which this group recorded in 1972.

South and East Asia recorded the sharpest export gain of any developing area in 1972 with a rise of 22 percent to a $19.8 billion total. Hong Kong, the region's top trader next to Japan, expanded foreign sales by more than a fifth. Reexports showed considerably stronger growth than exports of domestically produced goods which were affected by stiffening competition from lower labor cost neighbors, notably Taiwan, South Korea, and Singapore. The last, channeling two-fifths of its output into the foreign mar-

ket, stepped up exports 24 percent, nearly double the rise in 1971, while Thailand and South Korea both surpassed this rate. Shipments from Malaysia, on the other hand, edged up only 5 percent as the value of rubber shipments continued to decline due to lower prices. Similar weakness in prices of coconut products and reduced shipments of wood kept overall Philippine deliveries from any gain. After little advance in 1971, India's exports resumed their growth as shipments to Bangladesh rose substantially.

Imports by South and East Asia slowed somewhat from the pace set in 1971 with an increase of 11 percent. The slackening stemmed mainly from a reduction in foreign purchases by India and smaller growth by Korea and the Philippines. Singapore, which is industrializing rapidly, expanded imports by a fifth, followed closely by Thailand, Hong Kong, and Malaysia.

Latin America bettered its 1971 export performance considerably with a 15 percent gain. Aided by a resurgence in cotton shipments, Mexico's exports rose by more than a fifth. Brazil, continuing its strong industrial expansion, posted an even steeper rise in exports. Passenger cars, trucks, and shoes were among the country's fastest selling manufactures. The overall rise in Argentina's exports, on the other hand, was slight, despite a recovery in earnings from meat, according to nearly complete data for the year.

Imports by Latin America reached $17.5 billion, 11 percent above 1971 levels. Mexico, with an economy again advancing rapidly due in part to heavy expenditures on public works, reversed the previous year's import decline with a 22 percent increase. Brazil's purchases moved up sharply again but Argentina's fell behind 1971 levels.

Africa's developing nations accelerated markedly the rate of increase in foreign deliveries with a rise of 15 percent. The step-up to $14 billion was spearheaded by Tunisia's 42 percent gain, mainly from greater sales of olive oil and crude petroleum. Rising crude petroleum sales also boosted Nigerian exports substantially, while higher shipments of phosphates and citrus fruits were the key factors in Morocco's steep increase. Zambia's foreign deliveries topped those of 1971 by 12 percent, as the copper industry recovered from operational difficulties at the mines.

Imports, in contrast to exports, rose more slowly in 1972, influenced by a virtual standstill in purchases by Nigeria, developing Africa's largest market for foreign products. Moreover, Zambia's rate of increase was considerably lower than in the preceding year. The inflow of goods into Libya, however, jumped more than 50 percent above 1971 levels, while Tunisia's record harvest made possible a rise of one-third in foreign purchases.

Exports from the Near East advanced 17 percent, half the unusually strong rise recorded in 1971. The smaller rate of gain stemmed in large part from a substantial decline in Iraq's petroleum shipments following nationalization of the industry and a marked slowing in Kuwait's rate of increase as the government limited expansion of petroleum output. Moreover, despite a surge in sales of diamonds, Israel's exports rose more moderately than in 1971.

Imports by the Near East approached the $11 billion mark in 1972, rising by about one-seventh. Iran's purchases were boosted by double that rate, reflecting the expanding requirements of its buoyant economy. Israel, on the other hand, held import growth to a modest 5 percent, while Iraq, facing severely reduced export earnings, kept the inflow of goods at virtually the 1971 level. Egypt reported a slight decline in purchases during 1972.

—Bureau of International Commerce

World Exports, 1972*

Areas	Value	Increase from 1971
	$ billion	Percent
Total	**371.6**	**18.3**
Developed Countries	**300.2**	**18.6**
United States	49.8[1]	12.8
Western Europe	189.9	20.3
EEC	124.5[2]	22.7
United Kingdom	24.3	9.0
Japan	28.6	19.1
Canada	21.0	14.4
Australia/New Zealand/South Africa	10.9	24.0
Developing Countries	**71.4**	**17.2**
South and East Asia	19.8	22.1
Near East	17.6	17.0
19 American Republics	16.2	14.9
Africa	14.0	14.8
Other Western Hemisphere	3.2	13.1
Other countries	0.7	18.2

* Figures exclude exports from communist areas in Eastern Europe and Asia and from Cuba.
[1] Including military grant-aid. [2] Including exports to other members.

Corporation Leaders Respond With Action On Minority Effort

Capitalization, Better Markets Help Blacks, Hispanics, Orientals, Indians In Business

A sizable chunk of the nation's corporate giants are actively engaged in developing minority business enterprise.

Thousands of other small businessmen—through trade associations and industry groups—are working to break century-old ethnic barriers to help blacks, hispanics, orientals and American Indians get a firm footing in the business world.

Thousands more middle management and professionals — through Business Development Organizations established by Commerce's Office of Minority Business Enterprise—are investing their time and energy in providing technical assistance, training and just plain moral support to young minorities taking the first venture into business and older businessmen eager to expand.

"Our key to minority enterprise success is that top management is responsive," says Dick Harris, manager of General Motors' dealer development program. General Motors has the model minority dealer development plan and its corporate sights are aimed even higher.

"When the chairman and president of the corporation support a project, it's going to be handled," Harris continues.

General Motors operates a dealership development academy where presently 38 minorities are being trained in an 18-month course which will end in placement in an automobile dealership. The corporation has 24 black dealers in a total of 83 minority dealerships already in business. Its newest addition was Bayou Pontiac, Inc., of New Orleans, which opened late last month.

"The training program is a short range objective," Harris explains. "Our long-range objective is to convince the present 13,000 General Motors dealers throughout the country to hire and promote minorities in their dealerships.

"If minorities are given the chance to be sales and service managers we won't need training programs because this is where we get 95 percent of all GM dealers."

Burger King, Inc., in addition to its MESBIC and its previous commitments to the establishment of minority-operated franchise units, late last week announced a new $38 million commitment.

At a press conference at Johnson Publishing Co. in Chicago, Burger King officials said that—working through two minority groups—the firm has committed $38 million to bring 30 new minority-operated units to the Chicago area.

The agreement includes $17,500,000 for real estate and sales; $90,000 for security; $2,250,000 for construction; and $16,472,000 for minority bank deposits. Other items in the $38 million are $3,400,000 for employment and $3,000 for scholarships.

In some areas of business, minorities have made unbelievable strides while other sectors are lagging. Today there are 37 black-controlled banks, 44 Savings and Loan Associations and 42 black-managed insurance companies. Fifteen black advertising agencies study methods of appealing to a market of 25 to 30 million that is anything but homogeneous.

Cable television is the hottest minority enterprise venture being initiated today. Cable Communications Resource Center is serving as a national clearinghouse for minorities who are getting into the relatively young industry.

And, minority publishing is one of the fastest growing success stories as advertisers seek out minority publications with specific readership. The magazine, Black Enterprise, for example, circulates to affluent blacks. Other publications are of more general circulation.

"The corporate minority programs that are working," asserts Phillip T. Drotning of Standard Oil (Indiana) are the ones that treat minority enterprise as a part of normal corporate operating responsibilities.

Drotning, vice chairman of the National Minority Purchasing Council, says Standard Oil (Indiana) started a minority purchasing program in 1961 "well in advance of the time it became the popular thing to do," tried a number of methods to increase use of minority suppliers without a great deal of success.

Ten years later, Drotning continues, "we realized the problem arose from the fact that we were treating this as an "extra curricular philanthropic effort rather than an integral part of the purchasing program.

"Once we made that discovery," Drotning explains further, "we started setting specific dollar objectives for minority purchasing."

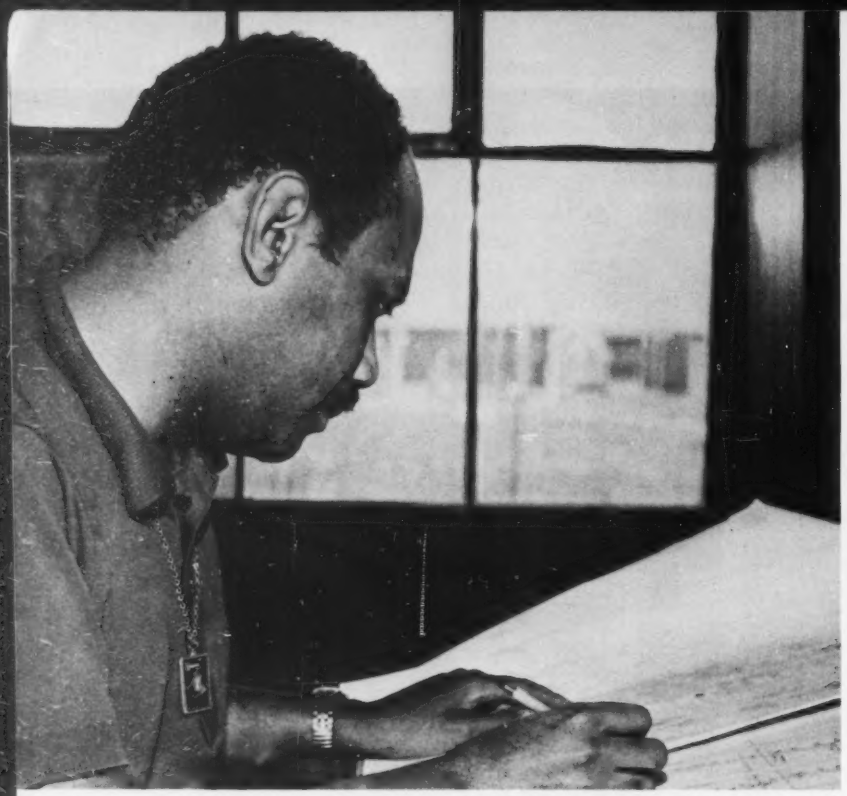
SUCCESS IN MENSWEAR—*James Turner (right), salesman at Mr. Man's in Washington, fits David Irvin in the latest menswear fashions. This minority enterprise success is one of the stores assisted in its beginning by the Menswear Retailers of America.*

In 1971, with an objective of $1,750,000, Standard Oil (Indiana) purchased $2.5 million from minorities. In 1972, with an objective of $3 million, the firm bought nearly $4 million from minorities. Starting 1973 with an objective of $4 million, the firm probably will reach $6.5 million in purchases from minorities.

Drotning, director of social responsibilities, for Standard of Indiana works closely with Robert Stuart, chairman of the National Minority Purchasing Council and chairman and chief executive of National Can Corp., in the corporate effort to increase corporate buying from minority firms.

The National Minority Purchasing Council and its local counterparts scattered throughout the country, encourage front office management to set minority purchasing goals, giving purchasing agents and middle management executives some "clout," some goals to work toward and the flexibility to do the job.

"The ultimate success of any business depends on markets for its products," concludes Stuart, who also reports he is pleased with response the council effort has received from the corporate board room.



CATV ACTION — *This cable television worker is making a strand map, one of the many technical chores in a rapidly growing sector of the communications industry. Cablecommunications Resource Center, national clearinghouse for minorities in the field of cable television is located in Washington.*

Through Minority Enterprise Small Business Investment Companies (MESBICs) and private institutions, potential minority businessmen can find the venture capital to get a start. The purchasing council aids in locating markets and teaching the new businessmen how to sell to them.

Another tool, devised by OMBE, is the Business Resource Center. Joseph B. Danzansky, president of Giant Food, Inc., works as president of the Metropolitan Washington Business Resource Center, which—like its counterparts throughout the country—mobilizes the area's best business and professional talent to help minority entrepreneurs in the nation's capital.

The center, says Danzansky, offers an efficient mechanism for the established business community to participate in minority business development.

Trade associations and industry groups are taking other approaches.

The Menswear Retailers of America, which represents some 8,000 independent retailers —many of them small businessmen, administers a minority enterprise program for the industry and the retailers.

"Solving problems, breaking into the fraternity and attracting young people to business are more important to us than figures," says Doyle Cuthbertson of Menswear Retailers of America.

Larry Phillips of Phillips-Van Heusen challenged the industry in 1968 to appeal to minorities and pledged $20 million to the program. By late 1968, things were moving but growth was slow because the association—typical of the independent businessmen it represents—didn't want to make the minority effort a chain stores type operation.

The association wanted to take individual minority businessmen from the start and help them mold a stable, successful menswear retail establishment. Potential minority store owners are taken into member stores and trained.

"They've made great progress," Cuthbertson says of the minority retailers, "They're beginning to understand what profit is and what it means to their business."

One of the organizations earliest starters was Mr. Man's, which opened on Washington's 14th Street corridor shortly before the area was damaged by fire during riots that followed the death of Dr. Martin Luther King, Jr. Rufus "Tea" Isle reopened in the 14th Street area, but after two or three costly breakins, he moved his store to another District of Columbia address where this year his sales volume will top $1 million.

Emanuel Bryant of St. Louis and Clarence Priestly of Dallas, are menswear retailers who may reach $1 million in sales volume this year.

Conservative estimates, according to Cuthbertson, are that in 1973, the volume of 96 minority-owned and operated menswear stores being serviced by his staff will reach $14 million. Many of these stores carry ethnic lines, appealing to the 25- to 30-year-old group and, Cuthbertson states, demonstrating the black man's talent for putting colors together in a special way.

The oil shortage even reaches into minority business development.

Oil in shoe manufacturing

Oil is an ingredient used in manufacturing several portions of shoes. Because they cannot get enough oil to produce the quantity of shoes marketable today, many shoe manufacturers are "almost oversold" so they aren't looking for any new retailers, states John DeYoung, deputy administrator of the National Shoe Retailers Association.

But this little obstacle hasn't prevented

the association of some 2,800 independent retail shoe dealers from carrying on one of the most active minority business development programs on the scene today.

"We have more than 50 minority-owned stores in operation now," DeYoung comments. "We get involved in store site selection, do in-depth studies of the area—testing potential customers and trying to aim the type store for the customers in the area."

Association staffers work with each minority owner on a one-to-one basis, in planning, layouts, merchandise mix and advertising. And, they stay with him as a continuous consultant.

"One very important problem we are often effective in solving is getting the line clearance for an area," DeYoung adds. "This involves getting the proper brands and having the rapport with a vendor that has the proper brands and getting the vendor to sell to a minority."

How do the establishment members of the association respond?

Last week, DeYoung answers, a member with 12 stores in Houston offered to give one of his stores in a minority neighborhood to a minority retailer. This independent shoe retailer who does a "tremendous volume" in the Houston area has one store in a black neighborhood and feels he is not geared to serve the neighborhood which consists of many young people looking for high fashion items, DeYoung explains.

The members notified the shoe retailers association to find a minority and he will remove his present merchandise and give the new businessman the store with its furnishings.

Another Arizona member of the National Retail Shoe Association drove out to an Apache Reservation to do an in-depth study to help establish a minority-owned shoe store on the reservation.

Thirty-two minority shopping centers are either in operation or being established and an additional six are on the drawing boards as a result of the minority action program of the International Council of Shopping Centers.

The International Council, explains Robert L. Gur-Arie, director of administration and government affairs, is an association of developers, retailers, major financial institutions, architects, lawyers—"anybody who is interested in development and management of shopping centers."

Gur-Arie says the International Council's minority action department, directed by Simon Richardson, works within the shopping center industry to perform a number of special services for minorities. The staff provides any minority group desiring to develop a shopping center with a free feasibility analysis.

LEARNING THE ROPES — *Joseph Gathings, associate professor at Federal City College, adjusts television camera for one of his students. Young minorities are breaking into the cable television industry where opportunities are expected to increase dramatically before the end of the decade.*

If the project is feasible and undertaken by the group, the International Council arranges with one of its members in the local area to be available to provide special advice on development and management of the center.

Further, the International Council furnishes names of resource persons in the construction phase, financing phase and through all stages of development. It conducts training sessions for potential minority shopping center managers, leasing agents or promotion directors. It also has a leasing opportunities program for minority retailers.

Spot examples, skimming the surface of the broad nationwide effort in minority business development, could provide American business a sense of accomplishment, except for the long road that still lies ahead for blacks, hispanics, orientals and Indians entering the business world.

What the examples do show is a sharing of a common effort.

Joint Exporting Efforts By U.S. Companies May Get Increased Emphasis

New Focus On Webb-Pomerene Activity Shows Opportunities For Full-Factory, Project Sales

Joint exporting by U.S. firms—a relatively small part of the overall national trade scene in recent years—may come in for new emphasis, particularly in the area of industrial machinery sales or major engineering-construction projects.

American traders' experience with joint exporting has been largely shaped by the Webb-Pomerene Act, which since 1918 has partially exempted registered associations from the full effect of the Sherman and Clayton antitrust acts. At recent Congressional hearings on possible amendment of the Webb-Pomerene Act, the record of joint exporting by both U.S. companies and their competitors abroad was reviewed by Under Secretary of Commerce John K. Tabor, who presented the details that follow in this article.

American businessmen, broadly speaking, have paid little attention to the export opportunities offered by Webb associations. But certain types of exporters have found them consistently useful.

Over the 55-year period, more than 260 associations and some 4,000 member firms have registered with the Federal Trade Commission to obtain the law's antitrust exemption. There are currently 34 registered associations which have nearly 300 individual members.

Types of firms which have most commonly found the Webb association method of exporting useful are those which deal in homogeneous or standardized products. Thus there are associations in operation today engaged in the export of such commodities as pulp, paper and paperboard; sulphur; walnut wood; rice; rubber tires; plutonium; tallow; alfalfa; vegetable oil; cotton; wood chips and sawdust; leather and leather products; and food products.

Three associations which are exceptions

are also in current operation. Two of these specialize in the export of heavy machinery, and the third is involved in the export of motion pictures.

The exporting success of Webb associations has varied considerably over the years. In the early days of the Act, Webb association exports accounted for a substantial percentage of U.S. trade. For example, between 1929 and 1931, exports by registered associations accounted for more than 15 percent of U.S. exports. More recently that percentage has been much smaller.

Calculations on total Webb association exports over the years have been based on the annual exports reported by all associations registered during the reporting year. This figure has been broken down to "assisted" and "unassisted" exports, with the association making the determination as to the description which applies. Generally, "assisted" exports are considered to be those actually sold for the members by the association, or at least those that are subject to the agreement of the members and to which the association contributed in some significant way.

In 1967, the Federal Trade Commission, studying the effects of the Webb-Pomerene Act, reported that "assisted" exports grew from $420 million in 1958 to $499 million in 1962, but that during that same period Webb "assisted" exports fell from 2.4 to 2.3 percent of all U.S. merchandise exports. The Commission now informally estimates that the present value of Webb "assisted" exports has grown to between $600 and $700 million, but that as a percentage of all U.S. merchandise exports, Webb exports have fallen further to between one and two percent of the total.

Reasons for low usage

Lack of usage of the Webb-Pomerene Act in the past has been attributed partly to the fact that the business community did not have a great deal of faith in the degree of antitrust protection provided. This apparently discouraged experimentation with the Act. But, beyond this uncertainty as to the scope of the exemption provided by the Act, the basic marketing strategy of most American manufacturers rests heavily on the concept of product differentiation and the use of brand names. Many manufacturers have avoided joint exporting because they are unwilling to blend the individual image they have developed over the years with that of their competitors into a common association image.

In proposing the Administration's Trade Reform Act of 1973 for Congressional consideration, President Nixon said in his accompanying message of April 10 that he was also recommending changes in the Export Trade Act of 1918 —the Webb-Pomerene Act. He commented:

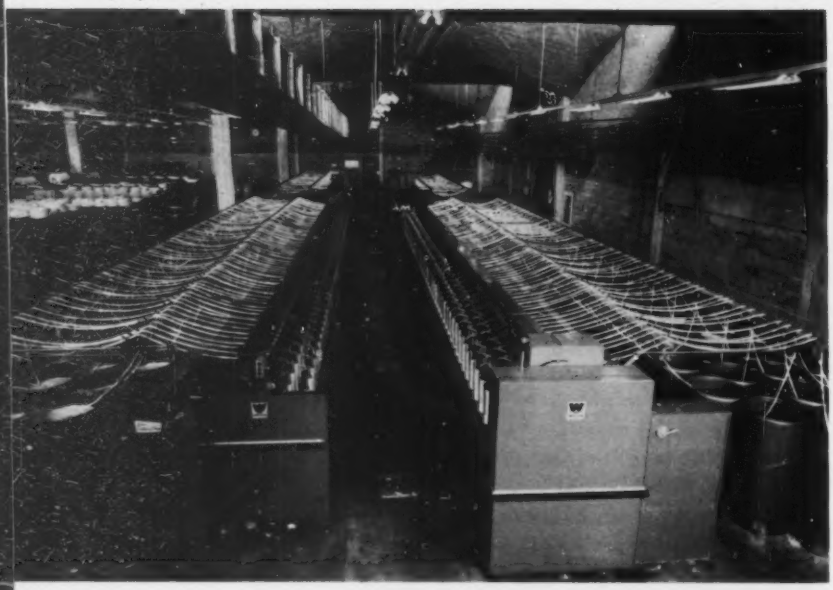
I am today submitting separate legislation which would amend the Export Trade Act in order to clarify the legal framework in which associations of exporters can function. One amendment would make it clear that the act applies not only to the export of goods but also to certain kinds of services—architecture, construction, engineering, training and management consulting, for example. Another amendment would clarify the exemption of export associations from our domestic antitrust laws, while setting up clear information, disclosure and regulatory requirements to ensure that the public interest is fully protected.

In an era when more countries are seeking foreign contracts for entire industrial projects—including steps ranging from engineering studies through the supply of equipment and the construction of plants—it is essential that our laws concerning joint export activities allow us to meet our foreign competition on a fair and equal basis.

Most of the Webb associations currently operating do not use the Webb-Pomerene Act to its fullest extent. Only a few, for example, actually ship the product and fix the price and terms and conditions of sales of their members' products abroad. Most perform a variety of other functions, such as developing new markets, maintaining trademarks, collecting market information, handling and remitting funds, and disseminating statistical matter.

The Sulphur Export Corporation is an example of an association which operates independently of its members. It takes title to, sells, transports and stores sulphur purchased from its members; at the same time, member companies export independently to several countries not covered by the Webb agreement.

Some smaller associations have been formed so that the producer can reap the



ACTION IN THE TEXTILE MACHINERY FIELD *—Textiles Rio Lindo, of Tegucigalpa, Honduras, a $10 million mill, bought $800,000 of new machinery and $175,000 of spare parts and materials from the U.S. in a recent year. The list of Webb-Pomerene associations includes one group that eyes this active market, particularly in regard to supplying an entire range of equipment.*

benefits of exporting rather than being forced to sell to middlemen at prices considerably below the going export rate. This was the case with a group of sawmills in the Northwest which joined together so that they could gather a sufficient quantity of wood chips and sawdust to enter into export contracts directly. Several rendering plants in Northern California which produce tallow as a by-product joined together for essentially the same reason.

In at least one recent case, a Webb association was formed for the purpose of bidding on contracts that are simply too large and varied for any of the member firms to handle individually. In this example, a group of 22 textile machinery manufacturers formed an association for the purpose of bidding on contracts which would involve filling the machinery requirements of entire textile mills. The firms are not small ones, yet no single member produces the entire range of machinery needed to equip an entire textile factory. This is said to be the first time the joint exporting concept has been used in this way. From preliminary reports the experiment appears a success, with exports of $25 million in the association's first year.

The Webb association used by various motion picture producers has been invaluable to members in providing necessary unity and bargaining power in dealing with foreign buyers of motion pictures and TV films. The foreign buyers are often monopolistic, such as state owned television networks or large theater chains, and are often subject to direct or indirect pressures from their own government to protect a domestic motion picture industry. In this type of situation, the Webb motion picture association has proved effective in protecting the rights of its members. Without the association their export sales would be greatly reduced.

An underlying reason for the exemption created by the Webb-Pomerene Act was to place American businessmen, especially small businessmen, on an equal footing with their foreign counterparts in world markets. At the time the law was enacted, trade in finished goods and raw materials accounted for the greatest part of international business and commercial activity. It was carried on in a world market heavily populated by cartels and in which other restrictive contractual practices were customarily accepted internationally. The U.S. was practically alone in protecting competition by domestic legislation.

This situation, of course, posed a question as to whether and how the unique U.S. antitrust laws should be applied to that part of U.S. business activities abroad which did not directly affect domestic competition. The Webb-Pomerene Act was enacted to resolve this question.

Changed situation today

Since World War II there have been major changes in the nature and scope of international business and commercial activity. Export volume has expanded, but now it is just a part of an interrelated array of international activity which includes direct capital investment and the licensing of property rights. While most industrial countries have in the past thirty years come around to some form of regulation of trade practices within their home markets, the world market remains largely free of antitrust controls.

For example, at the annual meetings of the Committee of Experts on Restrictive Trade Practices of the Organization for Economic Cooperation and Development (OECD), foreign delegates occasionally report legislative proposals under consideration in their respective countries which have been a part of es-

tablished law in the United States over the past twenty years.

Export combinations have been one of the traditional methods of selling abroad in virtually all countries. Such combinations are favored because they provide a mechanism for sharing experience and spreading risks. In the present world trade situation, such combinations, it is contended, can give U.S. exporters the same benefits our principal trading competitors give their exporters.

It is possible that the improved trade relations between the United States and Eastern Europe will provide additional situations in which the Webb exporting technique would be useful. Exports to these countries from the United States are expected to include considerable amounts of capital equipment along with the technology necessary to use the equipment efficiently in a factory setting. It seems possible that the association concept might prove useful in cases where several manufacturers would want to combine to bid on projects which would be too big or complex for an individual firm to handle.

Also, medium and smaller American firms cannot afford the costs of promoting sale of their products in the Soviet Union. American firms lack joint marketing organizations comparable, for example, to the large Japanese trading companies, which have already established offices in Moscow, to push their wares.

MASSIVE OVERSEAS PROJECT — *The Aguas Claras iron ore mine near Belo Horizonte, Brazil, has had the engineering, procurement, project coordination and construction management services of affiliates of the Bechtel Corp., major U.S. engineers and constructors. Projects of this magnitude can strain the facilities of single companies, however; consortia and other joint arrangements are often competing against U.S. bidders in this field.*

The prevailing foreign attitude

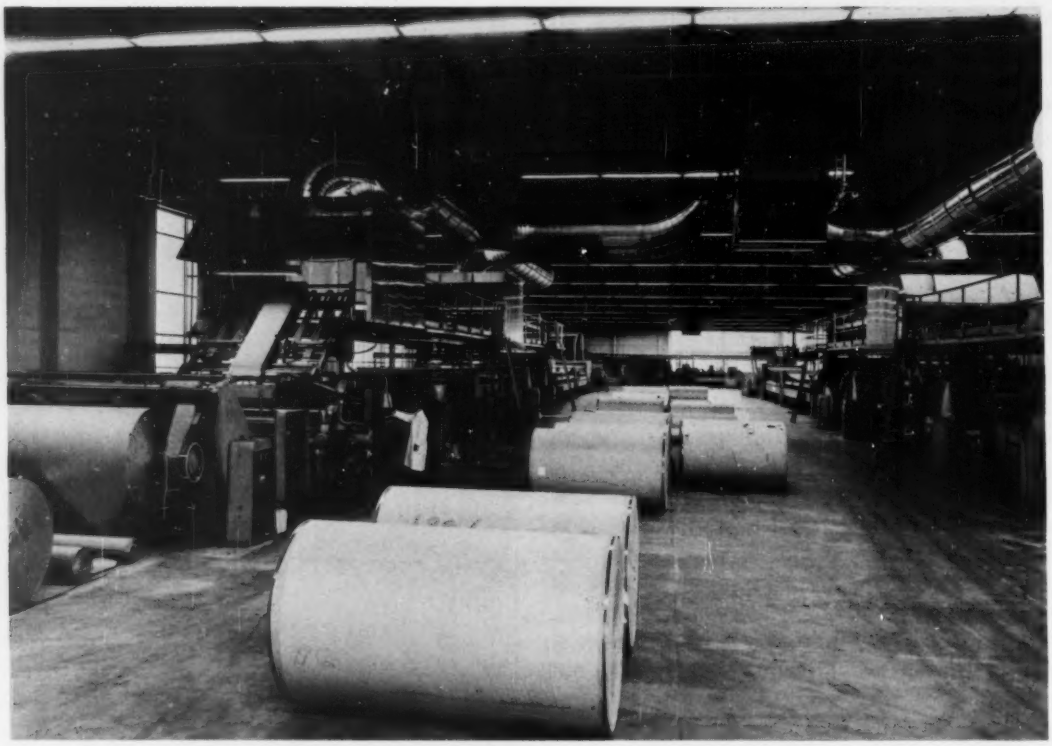
Explicit recognition and encouragement of joint exporting is indeed the prevailing policy outside the U.S. In Germany the Law against Restraints of Competition legalizes 13 kinds of agreements otherwise prohibited as restraints against competition, including export cartels. If applicable only to foreign markets, export agreements become valid on notification to the Federal Cartel Office. There were 64 such agreements registered as of last March. Export cartels which also apply to business in the domestic market, must be authorized in advance and there were five of this type as of March.

In the United Kingdom, the Restrictive Trade Practices Act on domestic cartels is not applicable to agreements which relate solely to exports. Such agreements are exempt from the public registration requirement applicable to other types of restrictive agreements. Export agreements do have to be notified to the Board of Trade, but the filing is on a confidential basis.

Other Western European countries follow the general practice of aiming their restrictive business practice laws at conduct having domestic market effects. This is the case in France, Austria, Belgium, Norway, Spain, Denmark, Finland, Ireland, the Netherlands, Sweden and Switzerland.

In Japan the Export and Import Trading Act grants certain powers to export associations, including prevention of "unfair trading," "maintenance and cultivation of export markets," "improvement of price, quality design and any other matter relating to the commodities to be exported," and "furthering the common interest of members of the export association." As of Sept. 30, 1972 there were 178 such export associations registered under the Act.

In Canada, the Combines Investigation Act makes it clear that arrangements relating only to export trade do not come within the prohibitions of the Act, so long as they do



FULL-FACTORY CHALLENGES — *As production facilities are concentrated in larger and larger plants around the world, sales of industrial equipment can often be handled effectively in joint exporting ventures. This plant in Ghent, Belgium, is one of about 100 Belgian papermaking facilities.*

not restrict the volume of exports, injure the export business of domestic competitors, limit entry to this export trade or lessen competition in the domestic market.

The Canadian Department of Industry, Trade and Commerce, as part of its overall industrial policy, has encouraged Canadian companies to form export consortia in an effort to increase Canadian exports. New legislation to replace the present Canadian Act was proposed by the Ministry of Consumer and Corporate Affairs in June 1971. It generally prohibits agreements restricting competition but permits export agreements designed to permit Canadian firms to coordinate production, distribution, sales and other activities for the purpose of cooperating in achieving an increased volume or value of sales in export markets. The Competitive Practices Tribunal proposed by the bill could approve and register such agreements, if competition in Canada would not be adversely affected as a result of the agreement.

In the European Economic Community, Article 85 of the Treaty of Rome, which established the EEC, prohibits agreements, decisions and concerted practices likely to affect trade between member states and which prevent, restrain or destroy competition within the Common Market. Export cartels, however, whose effects are felt only in markets outside the European Community are not covered and a 1962 regulation specifically exempts them.

The practical effect of this policy may be seen in a 1968 decision in which the Commission of the European Community approved three joint selling agreements concluded among 50 producers of nitrogenous fertilizers. The agreements provided for the joint marketing of fertilizer by two associations. The Commission originally considered prohibiting the agreements but decided to approve them after they were amended to make it clear that the two associations would be responsible for sales in countries outside the Common Market, but not for exports to other Common Market countries.

There is no central source to report on the number and economic size of export cartels worldwide. Only four of the countries mentioned above (the U.S., U.K., Germany and Japan) even require notification of the formation of export cartels. For most countries almost no information on export cartels is available and for the remaining four countries there is a substantial amount of information available only in regard to the U.S.

Government Applies Management Approach To Aid Business Services

'Management By Objectives' Used By Industry Shows Promise In Federal Scheduling Activity

This article was prepared by Henry B. Turner, Assistant Secretary of Commerce for Administration.

A business-oriented approach to managing the Federal Government, recently instituted by President Nixon, shows real promise for improving services to business through the Department of Commerce.

Known as "Management by Objectives," the new approach has been used in private industry but only recently has it been applied to the more complicated and less measurable activities of government.

Management by Objectives is basically just common sense in management: it consists of stating in specific terms what your major objectives are, the steps you intend to take to achieve them and the timetable for completing each step, and then checking regularly to see if you are on schedule and if not why. However, applying this system to the many varied and often generalized goals of a government department is a complicated and sometimes frustrating process.

Offhand, you would think that tangible returns from a federal investment would usually be impossible to determine; and in fact, government has often succumbed to the temptation to call in the Director of Public Affairs rather than the Director of Program Evaluation when the time came to justify an investment. Several months of working with Commerce bureau directors convinces me that even the most subjective of goals can be quantified and good dollar values assigned *if* we are willing to examine closely enough those instinctive "gut feelings" we have concerning a goal. We almost invariably find that these "gut feelings" on closer inspection are really the sum total of some fairly specific and quantifiable benefits.

This attitude already exists in Commerce and so the President's new program of Management by Objectives for all federal agencies was received with alacrity. Each Department and agency is required to submit to the Office of Management and Budget a list of the 10 or 15 most important objectives of Presidential concern it intends to accomplish in the next year to 18 months. After approval by the President, this list constitutes the Commerce Department's major work program.

This is not a big paper-pushing project; on the contrary, rather than continuing reports and voluminous paperwork, the system basically relies on bimonthly meetings between Roy L. Ash, the President's Director of Management and Budget, and Secretary of Commerce Frederick B. Dent, to review progress and keep things on track. This is a simple approach, but in many ways it has begun to revolutionize management in government.

First of all, a prime criteria is that an objective be stated in tangible and verifiable terms. The broad, high-sounding statement is no longer enough to justify expenditure of the taxpayer's money. We now must know

MANAGEMENT BY OBJECTIVES—*At a bimonthly meeting at the Commerce Department, Secretary Dent (second from right) discusses a current departmental objective with (from left) Henry B. Turner, Assistant Secretary of Commerce for Administration; Roy L. Ash, Director, Office of Management and Budget; and his deputy, Frederic V. Malek, Office of Management and Budget.*

what the return on investment will be and *when* that investment will yield a return. In addition, we are tying our objectives to the budgeting and resource allocation process, so that we can relate the benefits of a project to its costs. Concrete figures on this relationship are essential if we are to compare the benefits per tax dollar of federal programs.

Examples of some of the specific objectives of the Department are:

- To assist U.S. companies in capturing specific export sales opportunities by providing 500 major export leads and 12,000 smaller trade opportunities, to expand exports by $200 million by July 1974.
- To broaden the export base by getting 2,900 U.S. companies to export for the first time or to begin exporting to new markets, and by providing direct export promotion support for 3,400 current exporters, which should boost exports another $330 million by December 1974.
- To lead an interagency effort to identify and reduce domestic obstacles to export, thereby increasing exports another $100 million by June 1974.

Even after we have stated these objectives in clear and quantifiable terms, we have only begun; the major part of the program focuses on the way in which we will meet our objectives, who is responsible for meeting them, and when they will be accomplished. This information in the aggregate forms the *milestones* or steps which must be taken to meet the objectives.

For example, among the milestones established for the first objective described are:

—September 1973: Initiate feedback reporting system to State Department on follow-up major export leads.

—October 1973: Conduct test advertising of trade opportunities.

—January 1974: Direct mail dissemination of 5,000 trade opportunities to U.S. business.

—June 1974: Reach total of 12,000 trade opportunities disseminated.

As one can see, these milestones are specific, they are measurable, and the answer to the question "did you make it?" is either "yes" or "no", with little room for rhetoric. Under this system, therefore, it is not at all difficult for the Secretary, and the President, to follow an objective from initiation to completion and to see that it is accomplished, that it is accomplished on schedule, or if it starts falling behind to take action to bring it back on schedule.

Contrary to what one might expect, we have found in Commerce that most program managers embrace Management by Objectives once they see how it operates; they become more comfortable with the difficult aspects of their programs once they have been placed in a position where they have to think through these programs to the point of specifying objectives and milestones. The reason seems to be that hidden obstacles are uncovered in this process, and uncovered early enough so that they can be dealt with or discussed with the Secretary before they become embarrassing problems.

Which leads to the last major element in Management by Objectives: the goals and milestones are not imposed by fiat from above, but are established by the program managers themselves, by the people who will have to live up to them. Obviously, some control is exercised over those who say it will take three years to do what in reality can be done in one; but generally speaking, most managers are straightforward about what they can accomplish, and highly motivated to do it once they have set their own goals.

Clearly, Management by Objectives is only now really getting into full swing. But experience to date indicates that by substituting specific targets for vague unmeasurable goals it can produce concrete accomplishments. In short, it can help the Department of Commerce zero in on the actions which will really help the business community in general and, as in the above example, export trade in particular.

DOMESTIC BUSINESS REPORT

- **Manufacturers use more oil, natural gas for heat**
- **License requirements on farm exports removed**
- **Personal income, corporate profits up**
- **More on Phase IV**

Move On Crime Against Business Urged

"Business and government need to make a substantial effort to increase the public's awareness of the problem of crimes against business and its burdens on the public," a Commerce Department official has asserted.

Norris A. Lynch, director of Commerce's Consumer Goods and Services Division, also urged businessmen to enlist the public to assist in "positive deterrent and protective actions." Lynch discussed the economic impact of crime against business at a recent International Society Conference in New York.

Noting a 1972 Commerce study on the impact of "ordinary" crimes against business, Lynch said "the costs to business are clearly evident," even though precise figures are hard to establish. The study found statistical data lacking, especially on a national impact basis.

"Ordinary" crimes against business include burglary, shoplifting, employee theft, bad checks, and arson. While shoplifting appears to be the most serious problem for retail establishments, a number of observers believe that employee theft accounts for substantially more loss than shoplifting by customers. Retail establishments sustain about one-fourth of the total dollar losses to all businesses from these two crimes.

Borne by customer

What is known points to the need for a major effort to reduce these business costs, which in the end must be borne by the customer.

Commerce has established an Interagency Committee to assess the impact of crimes against business. Gary M. Cook, Acting Deputy Assistant Secretary for Competitive Assessment and Business Policy, is chairman. Representatives of the Department of Justice, Department of Transportation, Treasury Department, Federal Deposit Insurance Corp., Federal Reserve Board, Securities and Exchange Commission and Small Business Administration, serve as members.

Although the committee will concentrate on Federal Government data and prevention programs in the area of crime against business, attention will be given to the valuable data accumulated by trade associations and industry groups. Perhaps the committee's new assessment of information gathered will lead business and government to a better position to develop new policies to deal with crimes against business.

The small businesses with the least resources are the hardest hit,

reports show. And, the least able to establish private preventive measures.

Many businesses are responding by increasing private preventive measures—more locks, iron grills, deterrent lighting, television systems and mirrors and central alarm systems. Increases in private security forces have been dramatic in recent years.

Probably, Lynch concludes, the only long-term answer will be enlisting public support.

Manufacturers Use More Oil And Gas, Less Coal

The nation's manufacturing plants used more oil and natural gas but less coal for heat and power in 1971 than in 1967, surveys by the Census Bureau show.

A new report shows that plant operators reported using an estimated 246 million barrels of fuel oil, 38 percent more than consumption reported four years earlier. Use of natural gas rose to 6,454 billion cubic feet in 1971, a 22 percent increase over consumption for heat and power in 1967. Use of coal declined from 75 million short tons in 1967 to 61 million short tons in 1971, and consumption of coke and breeze was relatively unchanged at about 14 million short tons in both years. (Breeze is a byproduct in the coke-making process.)

The survey also noted that overall consumption of fuels and electric energy in 1971 amounted to the equivalent of 3,850 billion kilowatt hours, about 11 percent greater than in 1967. The kilowatt equivalent of purchased fuels rose to 3,332 billion kilowatts in 1971 compared with 3,034 billion kilowatts in 1967. Purchased electric energy amounted to 518 billion kilowatts in 1971, 21 percent more than the total purchased in 1967.

The cost of the fuels and energy purchased in 1971 amounted to $10 billion, 36 percent more than 1967 costs and 11 percent more than costs in 1970.

"Fuels and Electric Energy Consumed: 1971" (MC 72 (SR-6) is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402, or from Commerce District Offices in major cities. The price is $1.25 per copy.

—Census Bureau

Export License Requirements Lifted On Agricultural Commodities

Secretary of Commerce Frederick B. Dent announced late last month that the validated export license requirements imposed this summer on agricultural products would be removed, effective Oct. 1.

The commodities involved include soybeans, cottonseed and products of both, other vegetable oils, animal fats, and livestock protein feeds.

Controls over these products were imposed earlier this year as a consequence of unusually heavy foreign demand for the limited quantities then available. However, Secretary of Agriculture Earl L. Butz has now informed Commerce that this year's crops of all commodities have excellent prospects and that he concurs in the decontrol action.

The action means that as of Oct. 1 these products may be exported without the necessity of obtaining an export license to all destinations except Southern Rhodesia, Cuba, North Vietnam and North Korea.

Commerce's reporting requirements on exports and anticipated exports of wheat, feed grains, rice, cotton, soybeans and cottonseed and certain products of these commodities will remain in effect for an indeterminate length of time, Dent said, and will be used to monitor supply and demand situation.

This means that the Commerce Department reporting system and the reporting requirement being designed by the Department of Agriculture, under recent amendments to the Agriculture Act of 1970, may run simultaneously for a period until the Agriculture Department's new reporting procedure provides adequate data on which to base export control determinations.

International Restaurant

How "international" are Americans becoming to foreign visitors?

One New York City restaurant—and its branch in Boston—has gone so far as adopting a policy of accepting overseas currencies in payment for meals. The restaurant is Mamma Leone's in midtown Manhattan. Foreign currencies accepted—for tips, too, Mamma Leone's waiters have agreed—are Italian, Japanese, German, French, English and Swiss.

Tina Ballucci, Mamma Leone's manager said this restaurant is believed to be "the first in the United States to adopt this 'one-world concept' where tourists congregate." She said that, "hopefully, in the future, currencies of all nations can be accepted."

The United States Travel Service, the Commerce Department agency which promotes foreign tourism in the United States, encourages the practice of public accommodations here accepting foreign currencies.

Senior Citizens Are Lead Factor In Business Markets

A major factor that must be taken into consideration by the business community and governments is the increasingly important role of the elderly in the nation's social and economic life.

What this role is, and what it is expected to be in future decades, are spelled out in a 16-page booklet just published by Commerce's Bureau of the Census. The booklet, aimed primarily at acquainting students with the findings of the federal census, is of interest to all persons who wish to be familiar with the elderly as a force and influence in the business and social structure.

Since the turn of the century, the booklet points out, the elderly have been increasing as a percentage of the total population. Each census of the century has found that the elderly segment grew faster than the national total, although the percentage of increase of the elderly has fluctuated.

The prospect for the future is for a continuation of the fluctuating growth pattern tied inevitably to past birth rates.

The booklet shows that in 1900, according to census figures, there were 3,083,939 people in the 65 and over group in the U.S., or 4.1 percent of the population at that time. In 1970, the number had grown to 20,065,502, or 9.9 percent of the population of that year.

In this 70-year period, the decade-by-decade growth rate of the elderly had ranged from 21 percent between 1960 and 1970 and 36 percent in two decades—the 1930s and the 1940s. The national population growth was 13 percent between 1960 and 1970, but it had ranged from seven percent between 1930 and 1940 to 21 percent between 1900 and 1910.

"Several factors," the booklet explains, "account for this continued growth of the population 65 and over. Part of the increase was due to the rise in the number of births from the late 1800s through the early 1920s. Another reason was the flood of immigrants to the U.S. before World War I.

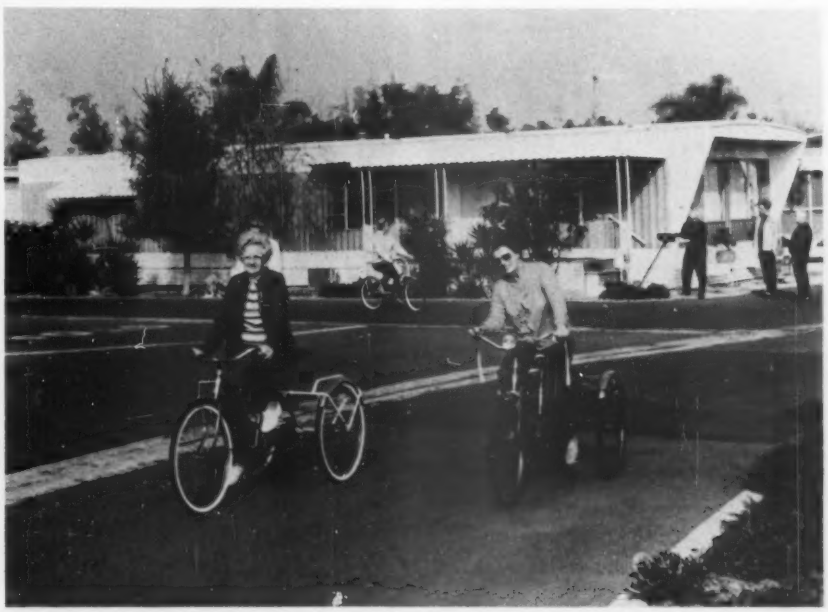
"And a third factor has been the virtual elimination of many traditional killer diseases. The average child born in 1900 could expect to live 47.3 years. By 1955 life expectancy had increased to 69.6 years—a gain of some 20 years of life for the average person in just half a century. Since 1955, the increase in life expectancy has slowed and stood at 70.4 years in 1969.

"Even as the proportion of the elderly population has grown, the average age within the age group has also increased. The percentage aged 65 to 69 has been getting smaller while that 75 and over has grown. In 1900, the proportion 75 years and over was 29 percent of the elderly; by 1970 it had risen to 38 percent."

The booklet says the following facts have been learned about the nation's elderly in the 1970 census, aside from the fact that they are increasing more rapidly than the population as a whole:

- Elderly women outnumber elderly men by a wide margin, and the gap is widening.
- States with the largest proportions of older people are those in which the younger population has left in search of economic improvement.
- An increase has occurred in the proportion of the elderly who choose to live alone rather than with relatives.
- The elderly tend to be less well educated and to have lower incomes than younger segments of the population.
- The proportion of elderly men still working has been dropping, but the proportion of older women who work is holding steady.

So far as the future is concerned, the booklet says the outlook is for increases of 16 to 18 percent for



LEISURE TIME—*Businessmen producing leisure time goods and services have a readymade market in the nation's senior citizens. These women are getting their afternoon exercise biking around a retired persons community.*

the elderly for each decade through 1990, followed by a sharp drop in growth for two decades.

By around 2010, the large number of children born after World War II will begin to reach 65, and between 2010 and 2020 the elderly population should increase by about 30 percent. Finally, the declining birth rates of the 1960s and early 1970s will again cause a sharp drop in growth.

Facts predicted for the elderly in the 1980s and 1990s are:

—They will make up 9 to 11 percent of the population.

—The ratio of men to women is expected to continue declining, reaching the level of 675 men to every 1,000 women by 1990.

—By 1990 about half the population 65 and over is expected to be high school graduates.

—The percentage of elderly men in the labor force is expected to continue to decline and should be around 22 percent in 1980.

"From what we know," the booklet comments, "we can count on larger numbers of elderly in the future. They will be better educated, and probably more affluent. Fewer will be working. Unforeseen breakthroughs in medicine—especially in the fields of heart ailments and cancer—could mean longer life expectancy.

"The elderly represent an untapped natural resource. How we can use this vast potential is one of the great questions facing American society in the remaining decades of the 20th century."

Census figures show that in 1930, there were 1,006 elderly men for every 1,000 elderly women. But since then there has been a steady decline in the proportion of men in the elderly group. For the succeeding decades, the number of older men per 1,000 older women has dropped as follows: 1940, 957; 1950, 897; 1960, 828, and 1970, 722.

In 1970, there were 11,600,000 elderly women in the population and 8,400,000 elderly men.

"The male proportion of the U.S. population," the booklet explains, "begins with an excess of boys at birth and then steadily declines until the large spread reached in old age. Although more boys are born than girls, the death rate is higher for males across the entire age range.

"Men have not benefited as much as women by the declining death rate of this century. This is underlined by the more rapid growth of the female elderly population between 1960 and 1970 when women 65 and over increased over twice as fast (28 percent) as men 65 and over (12 percent).

"Among blacks and other minority races, elderly women also outnumber elderly men, although the gap is smaller (760 men to 1,000 women). The elderly proportion of the total population is much smaller for blacks (7 percent) than for whites (10 percent). This is mainly because of higher fertility among blacks, which results in a higher

TYPIST—*Lenore Scott, a beginning typist, may yet write the great American novel and type it herself, once she masters the home keys and reaches.*

SENIOR ARTISTS — *Many of the nation's elderly take up art classes and wind up with a creative and productive passtime which often turns into cash at the art show. This class of beginners are at work in one of a number of classes for senior citizens—classes ranging from Russian language to ceramics.*

STYLE SHOW — *Latest senior fashions are modeled at this style show exhibiting the work of one sewing class. Fashion, sewing and related skills are another occupation of senior citizens which sometimes brings in extra money.*

percentage of youngsters in the black population.

"The Spanish heritage population has a quite low proportion of elderly—only four percent, and a relatively high ratio of men to women in this age group (900 men to 1,000 women)."

Census figures show that most elderly men are married and living with their wives. But most elderly women are widowed and many live by themselves. For example, in 1970, some seven out of 10 men 65 and over were married and living with their wives, but only one out of about three elderly women was married and living with her husband. In many cases the wife of an elderly man is under 65 and not counted among the elderly.

Of the total elderly population in 1970, some 14,600,000 lived in urban areas and slightly more than 5,400,000 in rural areas. Of those in urban areas, 6,800,000 lived in central cities, 4,300,000 in suburbs, 1,800,000 in towns of more than 10,000 and 1,700,000 in towns of 2,500 to 10,000. Of the elderly in rural areas, 4,500,000 lived mostly on farms and the remainder in towns of 1,000 to 2,500.

Proportionally, the elderly are a larger segment of the population in small towns than in cities, suburbs, or on farms. In towns of 1,000 to 2,500, the elderly constitute 13.6 percent of the area population, and in towns of 2,500 to 10,000, 12.2 percent. Farm families usually move to a town close to the land they farmed when they retire.

States with the largest populations also have the largest numbers of elderly. New York, California, Pennsylvania, and Illinois account for nearly one-third of all elderly persons.

But States with high proportions of older people are mostly those that have had a heavy migration out of the State of younger people. This is true of much of the midwestern farm belt—Iowa, Kansas, Missouri, Nebraska, Oklahoma and South Dakota, as well as such States as Maine and Arkansas.

Mild weather attracts older people who have the means to move toward the sun. In Florida, 14.6 percent of the 1970 population was elderly, highest for any State.

The family status of elderly persons changed between 1960 and 1970, indicating that a growing portion of them are maintaining independent households rather than living with relatives. In 1970, 33 percent of all older women were living alone, or in some cases with non-relatives, and maintaining independent households. In 1960, 25 percent of elderly women were in this category. For older men, the proportions in this category were 16 percent in 1970 and 13 percent in 1960.

Very few of the elderly people of the country live in homes for the aged. The proportions are 3 percent for men, 5 percent, women.

Although more than half of all adults in the U.S. have completed high school, the educational attainment of elderly persons is much lower. Among the group 65 and over, 27 percent had four years of high school or more in 1970, only six percent four years of college or more, and 53 percent had completed elementary school.

The fact that older persons have less education as a group than younger people shows that opportunities for education have been increasing in recent years.

While the median income for all families in the U.S. in 1969 was $9,596, the median income for families headed by an elderly person was $4,985, or a little more than half that amount.

Older persons not living in families had median incomes of only $1,813 for the year. The median income for black families headed by an older person was $3,185, or 61 percent of the $5,192 median for comparable white families.

The primary reason for the relatively low income of older Americans is that most of them were not working and many were living on Social Security benefits or other pension payments.

Almost one family in five headed by an elderly person was in the low-income, or poverty range, in 1969. About 20 percent of families headed by an elderly woman, and 48 percent of families headed by an elderly black woman, were in the low-income range.

The proportion of elderly men who work has been declining for the last 20 years. In 1950, 46 percent of elderly men were in the work force. By 1970 the figure had dropped to 25 percent. Working rates for older women remained stable for the last two decades at about 10 percent.

CENSUS CHIEF CHECKS—*Vincent P. Barabba, director of the Bureau of the Census, discusses optical scanning and the Bureau's Film Optical Sensing Device for Input to Computers, with James Pepal (right), Computer Services Chief.*

Population Growth In Metropolitan Areas Slows; New York, Los Angeles Decrease

Metropolitan population growth —especially in the nation's areas of two million or more persons— slowed during 1970-72, according to a new Census Bureau study.

New estimates of the populations of the 263 U.S. Standard Metropolitan Statistical Areas (SMSA's) indicate that those of two million or more in population grew only .8 percent in 1970-72 while metropolitan populations as a whole grew 2.2 percent. During the 1960-70 decade the metropolitan population growth rate was 16.6 percent.

The largest metropolitan areas in 1970—New York and Los Angeles-Long Beach—are estimated to have lost population between 1970 and July 1, 1972. The 1972 estimate for the New York metropolitan area is 9,944,000 compared to a 1970 count of 9,974,000. The Los Angeles-Long Beach metropolitan area had a 1972 estimated population of 7,000,000 and a 1970 count of 7,042,000.

The estimated decline in the Los Angeles-Long Beach count dropped the SMSA into third place behind Chicago in SMSA rankings. Chicago's 1972 estimate was 7,085,000 and its 1970 count was 6,978,000.

Among the five top SMSA's, Philadelphia and Detroit also gained slightly between 1970 and 1972. The 1972 estimate for Philadelphia was 4,878,000, and its 1970 count was 4,824,000. The figures for the Detroit SMSA were 4,489,000 in 1972 and 4,435,000 in 1970.

Three other SMSA's among the 15 with 2 million or more in population—St. Louis, Pittsburgh, and Cleveland—are estimated to have lost population during 1970-72.

The largest proportionate gain among the 263 SMSA's in 1970-72 was the estimated 14.9 percent growth by the Fort Myers, Fla., Metropolitan area. Other SMSA's with rates of gain in 1970-72 exceeding 10.0 percent between April 1, 1970 and July 1, 1972 are: Sarasota, Fla. (12.9 percent); Killeen-Temple, Texas (12.8 percent); Orlando, Fla (11.7 percent); Fort Lauderdale-Hollywood, Fla. (10.4 percent); and Tucson, Ariz. (10 percent).

Single copies of the report, "Estimates of the Population of Metropolitan Areas: 1971 and 1972," P-25, No. 505, may be obtained for 55 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or from Commerce District Offices.

Containership, LASH, Ore Carrier, Deep Sea Mining Ship Delivered

A containership, LASH, ore carrier and deep sea mining ship were delivered from American shipyards in July, according to the Maritime Administration's Merchant Marine Data Sheet.

The active privately-owned sector of the U.S. merchant marine consisted of 582 vessels, comprising almost 13 million deadweight tons, on Aug. 1, the data sheet showed. The active private fleet included 195 freighters, 230 tankers, 28 bulk carriers, 123 intermodal types, and six combination passenger-cargo ships.

On Aug. 1, 82 merchant ships, totalling more than 5.6 million deadweight tons, were under construction or on order from American shipyards. Valued at nearly $3 billion, the shipbuilding orderbook included 53 tankers, 19 intermodal carriers, nine dry bulk carriers and one special-type vessel.

Corporate Profits Increased $9.3 Billion In Second Quarter

Before-tax book profits of corporations rose $9.3 billion in the second quarter to $128.9 billion at a seasonally adjusted annual rate, the revised estimates by the Bureau of Economic Analysis show. The preliminary figure issued a month ago was $130.1 billion.

Corporate profits tax liability is now estimated at $57.4 billion at a seasonally adjusted annual rate, up $4.7 billion from $71.6 billion and dividend payments, at $27.3 billion, were up $.4 billion from the first quarter rate. Retained earnings amounted to $44.2 billion, up $4.2 billion, and corporate capital consumption allowances rose $1.2 billion to $70.5 billion. Cash flow—retained earnings plus capital consumption allowances—rose to $114.7 billion, up $5.4 billion from the seasonally adjusted first quarter rate.

The book profits measure includes gains or losses due to the difference between the replacement cost of goods taken out of inventory and the cost at which they are charged to production. When profits are measured for national income purposes, such inventory gains or losses are excluded through an "inventory valuation adjustment."

Second quarter inventory profits, estimated at $21.1 billion, were $5.7 billion above the first quarter rate. As a result, the national income measure of pre-tax corporate profits rose only $3.6 billion, to $107.9 billion.

Estimated profits of manufacturers rose $2.7 billion in the second quarter to $52.4 billion, as earnings of nondurable goods producers increased from $22.8 billion to $23.9 billion and profits of durable goods manufacturers rose from $26.9 billion to $28.5 billion at annual rates. A strong increase was also reported for financial institutions. Their earnings rose $1.6 billion to $21.4 billion.

National income, which measures the nation's output in terms of income generated in production, increased $23.2 billion (revised) to $1,038.2 billion. Employee compensation rose $17.5 billion to $774.9 billion. Proprietors' income and interest income also gained while rental income of persons remained almost unchanged.

Gains were recorded for most industries.

Above average increases occurred in income originating in manufacturing which accounts for about one-fourth of the total national income, and in financial institutions. The increases for the service industries, mining and construction about matched the overall average increase. All other industries showed smaller than average gains except the net inflow of property income from abroad which declined slightly from the first quarter level.

Businesswomen To Discuss Public, Private Resources At Four-State Conference

A conference intended to help women already in business and those desiring to enter business to discover public and private resources available to them, and to identify their needs in the business world, is to be held in Albuquerque, New Mexico, Nov. 2-3.

About 300 women from the four-state region of New Mexico, Arizona, Colorado, and Texas are expected to attend the conference, the first such scheduled for the Southwestern region of the United States. The headquarters for the conference will be Albuquerque's Hilton Inn.

A large number of minority women are expected to participate. The conference will be sponsored by Commerce's Office of Minority Business Enterprise (OMBE), the U.S. Office of Education, and the National Economic Development Association.

Speakers at the two-day sessions will include Mrs. Romana Banuelos, Treasurer of the United States, and Ms. Carmen Maymi, recently appointed Director of the Women's Bureau of the Department of Labor. Mrs. Banuelos is the sixth woman and the first of Mexican-American descent to occupy the post of U.S. Treasurer.

As head of the Labor Department's Women's Bureau, Ms. Maymi directs programs to open more employment opportunities for women, to eliminate sex discrimination in employment, and to advance the welfare of women workers.

The conference will include a series of panel discussions devoted to specific areas of business as well as general business philosophies, practices, and resources.

Conference coordinators are Anna Muller and Randy Baca, both of Albuquerque. They are working with a group of New Mexico women to plan the conference. Similar steering committees to encourage participation from women in the other three States are being organized in Texas, Arizona, and Colorado.

"It is our objective," Ms. Baca said, "to attract women who have already achieved some modicum of success in business who will share with other conference participants their problems, their solutions and their expertise. We want to emphasize that it is not our intent to attract only women already in business. The conference strategy is aimed at sharing with other women the potentials they may as yet be unaware of regarding the alternatives to not working at all or to working in a less than satisfactory situation."

—Office of Minority Business Enterprise

'Pocketbook Power' Seen Long-Run Answer To Prices, Energy Problems

"Pocketbook power can have a far greater long-run effect on prices than any wage-price controls program," asserts James W. McLane, Deputy Director of the Cost of Living Council.

Likewise, energy conservation can do more than a few new oil wells or a few more agreements with energy producing countries, McLane says, using as an example "If every car owner in the U.S. would use just one gallon less gas per week, there would not be a gasoline shortage."

McLane told a food industry energy conference in Washington that it is "in all of our interests to restrain the corrosion of inflation and the over-use of valuable resources in this country."

There is no such thing as a "non-user" of energy or a "non-eater" of food, he adds. "We have met the enemy and he is us."

The sticky question today, states McLane, is "how do we attempt to balance the needed price flexibility so necessary to attract the capital required, to develop additional resources to alleviate long-run inflationary problems, and to allocate demand on the one hand, while preventing significant inflationary price increases on the other."

In short, there is no one simple solution to either the energy crisis or the food crisis. Phase IV attempts to treat the different problems in a flexible, consistent manner, he concludes.

Businessmen's questions

The Cost of Living Council continued its answers to businessmen seeking to comply with Phase IV regulations, but unclear about some portions of the complex rules. Typical questions are:

Q. A retail service station operator now imposes a "service charge" for certain services formerly offered free of charge. He charges an amount added on to the price of the customer's purchase, representing "use" of the pump facilities, and "costs" for the customary engine check, windshield wiping, and other services. May he do this?

A. No. These services are a part of the total product which the retailer offers for sale, governed by the pricing rule for the product under Subpart L. Where these services have been available free of charge, the retailer may not now separate this pricing method in order to impose an independent charge for such services.

Q. A U.S. firm receives imported goods which it processes and ships from a bonded warehouse. Under the customs laws, these goods are not imports until they are sold at a U.S. purchaser and leave the bonded warehouse. Is the sale from the bonded warehouse exempt under the Phase IV regulations?

A. No. Only the first sale of an import into U.S. commerce is exempt. A sale to a U.S. purchaser is considered to be the first sale into U.S. commerce regardless of whether delivery is taken inside or outside of the customer's territory of the U.S. Thus, the sale which brings the items to the bonded warehouse, although that sale does not subject the goods to import duties, is the first sale into United States commerce for the purpose of the Economic Stabilization Program.

Q. In Phase II, a Category I manufacturing firm received approval from the Price Commission for a 5 percent increase in price on one of its product lines. Due to market conditions, only 2.5 percent of this allowed increase was implemented during Phase III. The firm would now like to implement the rest of the allowed increase. According to Phase IV, must the firm now prenotify the second step of the Phase II-approved price increases?

A. Yes. The Category I firm must prenotify before it can charge a price which exceeds the base price or adjusted freeze price, whichever is higher, on the product line. A base price, according to Subpart F, is the average price at which an item was lawfully priced in transactions with the class of purchaser concerned during the base price period. Since the firm intends to increase prices by 2.5 percent over the higher of the base price or the adjusted freeze price, prenotification and cost justification of 2.5 percent pursuant to the Phase IV rules is necessary even though the increases had been approved in Phase II.

Q. S is a domestic subsidiary whose parent, P, is a foreign corporation. S purchases goods from P and resells to purchasers within the United States. In other transactions, S acts as P's agent taking orders on behalf of P for goods which are shipped directly by P to the ultimate purchasers in the U.S. Which of these transactions qualifies as the first sale of imports into U.S. Commerce and therefore is exempt under Section 150.54 (d) (2)?

A. Section 150.54 (d) (2) of the Phase IV Regulations provides that the prices charged for imports in the first sale into U.S. Commerce are exempt. The first sale into U.S. Commerce is P's sale to S. In this case S's sales are subject to Phase IV Regulations. When S acts as P's agent, the first sale into U.S. Commerce is to the domestic purchaser.

Q. Are marketing cooperatives or purchasing cooperatives exempt from Phase IV prenotification requirements for their manufacturing and service activities?

A. No. Marketing cooperatives as defined in Section 150.204 and purchasing cooperatives as defined in Section 150.205, which are in Price Category I, are subject to the prenotification requirements of

Section 150.151 for those activities which include their manufacturing or service functions.

Q. A Category I retailer has customarily priced its merchandise on an item-by-item basis. May it continue to do so? Also, pursuant to Section 150.306 of the Phase IV price regulations, the retailer is required to prepare and submit a merchandise pricing plan. May the retailer treat each item as a separate category for purposes of this merchandise pricing plan?

A. Pursuant to Section 150.304 (b), a retailer which customarily prices on an item-by-item basis may continue to do so but it must comply with the customary initial percentage markup rules applied on a category basis. For purposes of complying with the requirements of Section 150.306, the retailer must establish merchandise categories grouping within each category all related items falling within the same general description. The retailer may not simply treat each item as a separate category in establishing his new descriptions.

Q. Does the exemption on prices charged for lumber and wood products apply to wholesalers and retailers of these products?

A. Yes. Although the Standard Industrial Classification code numbers cited in 6 CFR 150.54 (o) describe the exempted lumber products at the manufacturing level, these codes are merely used to identify the products covered by the exemption and they do not in any way restrict the product exemption to the manufacturing level.

Q. Is a Tier I manufacturer which wishes to increase the price of metal products made from copper scrap required to prenotify those price increases?

A. Yes. Although prices charged for copper scrap are exempt under the Phase IV price regulations, this exemption does not extend to processed or manufactured products that are produced from copper scrap.

Q. Section 150.304 of the Phase IV price regulations states that a retailer or wholesaler may not increase prices for any item within a merchandise category above adjusted freeze prices if the gross margin or customary initial percentage markup for that category for the full fiscal year will exceed the customary initial percentage markup or gross margin for the pricing base period. Does this requirement apply if part of the fiscal year occurred prior to the inception of Phase IV?

A. Yes. Under the Phase IV price regulations, a retailer or wholesaler is eligible to raise prices after Aug. 12 above adjusted freeze price levels only if in addition to fulfilling other requirements stated in the regulations its customary initial percentage markup or gross margin for the merchandise category involved for the fiscal year which includes Aug. 12, 1972, does not exceed the customary initial percentage markup or gross margin for that category as established during the category's price base period.

Group Appointed To Guide Federal Research

Representatives of building design, construction, finance, labor standards, consumer interests, homebuilding and building product manufacture have been appointed to a Center for Building Technology Advisory Committee to provide guidance for federal research on building technology.

This 18-member committee, appointed by Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology, "will help identify current and emerging issues in building design, construction and materials for study by the National Bureau of Standards' Center for Building Technology," Dr. Ancker-Johnson points out. "NBS provides services in building research and technology to government and to the public. The Center's capable staff of some 240 scientists, engineers and support personnel will benefit from the advice and counsel of this outstanding group."

Committee members will serve two-year terms under the chairmanship of Dr. F. Karl Willenbrock, Director of the NBS Institute for Applied Technology. They are:

Committee members

George T. Heery, president of Heery & Heery, an Atlanta, Ga., firm of architects and engineers; Frederick A. Stahl, president of Stahl/Bennett; and Patrick Conley, vice president, The Boston Consulting Group; both of Boston; Cleo W. Blackburn, executive director, Flanner House, Indianapolis; and Laurin Magee, president, Housing Guidance Council, Washington, D.C.

Howard Turner, chairman of Turner Construction Co., New York City; Carl Huebner, senior vice president, Real Estate Financing, Metropolitan Life Insurance Co., New York City; James L. Pease, Jr., president of Pease Co., Hamilton, Ohio; Ralph Johnson, vice president, Research Foundation, National Association of Home Builders, Rockville, Md.

Robert Georgine, secretary-treasurer, Building & Construction Trades Department, AFL-CIO, and Martin J. Ward, general president, United Association of Plumbers, both of Washington; Michael D. Banko, Jr., executive director, Pennsylvania State Council, United Brotherhood of Carpenters and Joiners of America, Harrisburg.

W. F. Newton, vice president, Pittsburgh Plate Glass Industries; Otis Mader, president, Building Components and Real Estate Development, Aluminum Co. of America, both of Pittsburgh; Charles J. Betts, State Building Commissioner, Indianapolis; and George W. Clark, Engineering Manager, GTE Sylvania, Danvers, Mass.

August Increase In Personal Income Was $10.6 Billion

Personal income rose $10.6 billion in August to a seasonally adjusted annual rate of $1,045.7 billion, according to Commerce's Bureau of Economic Analysis. Revised data show that personal income increased $8.5 billion in July.

Private wage and salary disbursements rose $4.7 billion, compared with $4.1 billion in July. Payrolls in commodity-producing and service industries rose $1.6 billion each, about the same as in July. Distributive industry payrolls increased $1.5 billion, compared with $.8 billion in the previous month.

Manufacturing payrolls rose $1 billion in August, about the same as in July; higher hourly earnings outweighed declines in employment and weekly hours. Payroll gains were concentrated in the durable goods industries, with primary metals and machinery accounting for most of the increase.

Personal income in the first eight months of 1973 was at a seasonally-adjusted annual rate of $1,015.9 billion, $92.1 billion above the comparable period for 1972.

Privately-Owned Housing Finishes Down In July

Privately-owned housing completions in July were at a seasonally adjusted annual rate of 1,977,000 units, the Census Bureau and the Department of Housing and Urban Development reported.

The rate in June was 2,159,000 and the July 1972 rate was 1,891,000 units. Completions of privately owned single family structures in July 1973, on a seasonally adjusted annual rate basis, amounted to 1,036,000 units and structures with two or more housing units accounted for 941,000 units.

The number of privately-owned units under construction at the end of July 1973 was 1,774,900.

Calendar For Businessmen

Oct. 19—Weston, Mass.—Business Opportunity Federal Procurement Conference. For information, William G. Flynn or Stephen Dickerman, 400 Totten Pond Rd., Waltham, Mass. Phone: 617-890-9455.

Oct. 21-25 — Atlanta — American Institute of Planners annual meeting. For information, Robert Cassells, Georgia Institute of Technology, Industrial Development Division. Phone: 404-984-3885.

Oct. 29-Nov. 2—New York City—American Society of Civil Engineers annual meeting and environmental engineering session. For information, Dr. Eugene Zwoyer. Phone: 212-752-6800.

Nov. 8-9 — Washington, D.C. — National Planning Association, business advisory council meeting. "Collective Bargaining of the Coming Years," is the topic. For information, Mike Carbine, NPA, Washington, D.C. Phone: 202-265-7685.

Nov. 13-15 — Atlanta — National Association of State Development Agencies, annual international conference. For information, Jack Cawthorne, NASDA, Washington. Phone: 202-331-7880.

Nov. 15 — White Plains, N.Y. — Business Opportunity Federal Procurement Conference. For information, Lee Greif, Administrative Assistant to U.S. Rep. Peter A. Peyser, 1133 Longworth House Office Building, Washington. Phone: 202-225-5536.

Jan. 6-9, 1974 — New York — 63rd annual convention of National Retail Merchants Association. For information, Convention Coordinator, 100 W. 31st St., New York, N. Y. 10001. Phone: 212-244-8780.

Science Calendar

Oct. 11-14 — Washington, D.C. — Shoreham Hotel. Techniques of Noise Control seminar of Institute of Noise Control Engineering. Contact: William W. Lang, INCE, P.O. Box 3206, Poughkeepsie, N.Y. 12603.

Oct. 15-17 — Washington, D.C. — Shoreham Hotel. National Noise Control Engineering Conference. Sponsored by INCE, Acoustical Society of America, National Society of America, National Bureau of Standards, and others. Contact: NOISE-CON 73, NBS, A147-233, Washington, D.C. 20234.

Oct. 18-20—Denver, Colo.—Denver Hilton Hotel. 28th Midwest Quality Control Conference. Sponsored by: Midwest Conference Board, ASQC Denver Section. Contact: Jerry L. Whitson, 2660 Atchison, Aurora, Colo., 80010.

Oct. 22-24 — Philadelphia — Philadelphia Civic Center. Second International Pollution Engineering Exposition. Contact: Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

Oct. 25-26—Milwaukee, Wis.—Marc Plaza Hotel. 1973 Fall Conference of American Society for Quality Control Chemical Division. Contact: E. L. Schaut, 2401 Taylor Avenue, Racine, Wis.

Oct. 29-Nov. 2—Gaithersburg, Md. National Bureau of Standards. 6th Materials Research Symposium. Sponsored by NBS.

Nov. 14-16 — Gaithersburg, Md. — National Bureau of Standards. National Conference of Standards Laboratories' 1973 meeting.

Nov. 27-28 — Gaithersburg, Md. — National Bureau of Standards. Conference on Automation and Productivity. Sponsored by NBS. Contact: Ed Johnsen, 921-2381.

INTERNATIONAL COMMERCE REPORT

- **New edition of Market Share Reports on sale**
- **Washington's Official Trade Briefs**
- **Trade mission reports from Zambia, Kenya, Zaire**
- **Demand pushes Denmark near full capacity**
- **Outlook is good for U.S. sales to Turkey**
- **Petroleum, mining improve Venezuelan prospects**

Trade Lead Service By Computer Begins

The Department of Commerce has announced the beginning of operation for its computerized service to help U.S. exporters find overseas sales leads for their products.

Marinus van Gessel, Deputy Assistant Secretary for International Commerce, said that the Trade Opportunities Program (TOP) will provide participating businesses with information on foreign sales opportunities received from more than 200 American Embassies and Consulates in 127 countries.

"The service has two features of major importance," van Gessel said. "First, it actively seeks new sales opportunities for U.S. business. Second, within a week from the time that the lead is uncovered, it's on its way to the U.S. businessman."

A firm participates in TOP by prepaid subscription. In doing so, it specifies the products it wants to export, the kind of sales information it wants, and the countries in which it wants to trade.

The information is fed into a computer memory bank in Washington and relayed to U.S. Foreign Service posts. Commercial officers at these posts then seek out leads for the products TOP subscribers want to export. In some markets, the officers will use targeted advertising and direct mail campaigns.

Leads turned up by the overseas posts are fed back into the TOP computer in Washington and matched to the appropriate subscribers. The lead sent to the subscribers contains all the information they need, including precise product specifications, quantities, and delivery requirements.

To pursue a sales lead, the subscriber deals directly with the overseas buyer. At his option, he can ask the overseas post to contact the buyer to make sure he has received the subscriber's reply.

Subscription rates for TOP range from $25 to $125. The minimum $25 subscription entitles a participant to 50 sales leads.

Over the years, the trade leads developed by U.S. Commercial Officers overseas have been transmitted to the U.S. business community in the pages of this magazine and its predecessor, *International Commerce*, and by another Commerce Department service publication, *Commerce Business Daily*. Such leads will continue to be published for the products not covered by TOP subscribers. "Future Construction" leads will also continue to be published, as will tender requests by foreign government agencies. *Commerce Today* will publish licensing and joint venture leads as heretofore, and will also present in its Worldwide Business Services columns the schedule of coming Commerce Department overseas sales promotions.

For more information contact the U.S. Department of Commerce, Trade Opportunities Program, Room 1033, Washington, D.C. 20230, (202-967-2665), or any Commerce District Office.

New Market Share Reports Now On Sale

The Commerce Department is now selling the latest edition of its Market Share Reports, containing 1967-71 data on world trade in more than 1,100 manufactured products.

These reports in easy-to-read format are a ready source for determining export opportunities and for comparing the performance of the United States and competing suppliers in all important foreign markets. Exporters use them extensively to identify overall foreign trade trends in manufactured goods and to compare their own performance in specific markets with that of other traders, both American and foreign. Moreover, with the strengthened U.S. competitive position resulting from the currency realignments of the past two years, the reports aid in pinpointing new sales prospects in a wide range of markets.

Market Share Reports are a key reference for export market research because of their detailed commodity and country breakdowns and convenient presentation of comparative trade figures for the United States and other major suppliers. The five-year spread of data on trade in more than 1,100 commodities reflects changing levels of import demand and shifts in the relative competitive positions of exporting countries.

The reports are offered in two series. The **country** series has 75 titles, each report covering a leading importing nation and presenting data on products purchased from outside sources. Such product data is presented in 380 subgroups and 747 individual items—in the four- and five-digit classifications, respectively, of the widely-used UN Standard International Trade Classification (SITC).

The **commodity** series has 1,109 titles. Presented are data on exports of that many products from the United States and 13 other major exporting countries to 92 destinations. The 13 countries are: Belgium-Luxembourg, France, West Germany, Italy, the Netherlands (the original Common Market), plus Austria, Canada, Denmark, Japan, Norway, Sweden, Switzerland, and the U.K.

Of the 75 country series reports, 25 are based on import data and 50 on export data. For the first group the data are taken from the official import statistics of the country concerned. They cover the West European nations, Canada, Japan, Australia, New Zealand, Thailand, Hong Kong, Pakistan and Israel. Readers may compare imports of individual commodities for the entire world, from the United States, and from eight other principal suppliers. The second group presents similar information, but the reports are based on export statistics of the United States and 13 other major industrial nations, since computer-usable import data are not available from the importing countries.

This year, for the first time, country reports have been published for the People's Republic of China, Poland, and the Soviet Union. The new reports are particularly opportune at this time, as these countries have indicated increased interest in the purchase of U.S. manufactured products.

Use of country series

To illustrate use of the country series, examine the case of a manufacturer of jet aircraft engines who wishes to evaluate the French market potential for his product. Using the Market Share Report for that country, COM-73-10010-5020, he finds under SITC 711.42 that total imports of jet engines for aircraft more than doubled from $47 million to $99 million between 1967 and 1971. He also notes that imports of this product from the United States increased at about the same rate and the U.S. share was 65 percent at the beginning and end of the period. The U.S. position had weakened, however, in 1969 and 1970 when the United Kingdom, the other significant supplier, scored large sales gains. Imports from West Germany showed strong gains during the period and by 1971 supplied about 7 percent of the French total.

With this information showing the vigor of French import demand for aircraft jet engines and the key role of U.S.-made products, the manufacturer concludes that more detailed analysis of sales prospects is warranted. Among the factors he decides to investigate are France's current and projected output of jet engines, the country's aircraft production plans, the effect of British accession to the European Economic Community, and the reasons for the German inroads into the French market.

Use of commodity series

The 1,109 reports in the commodity series provide U.S. exporters with comprehensive information on import demand for manufactures in 92 country markets. Each report lists separately the dollar value of exports by the United States and 13 other major exporters combined, the U.S. percentage share of the 14-country total, and the individual exports of the eight principal suppliers of the product.

A manufacturer of electro-medical apparatus seeking new foreign markets in Western Europe for his product can find important sales leads in the commodity series. In reviewing Market Share Report COM-73-10010-0902, electro-medical apparatus (SITC 726.1), he determines that the U.S. share declined between 1967 and 1971 in most large West European markets except for the Netherlands and Belgium-Luxembourg. There U.S. exports showed strong increases to $4 million and $1.4 million, respectively. The U.S. relative position

also improved during the period. Moreover, the total market in both cases expanded significantly, as evidenced by the substantial increases in shipments from the 14 leading exporting nations.

These findings encourage the manufacturer to look more closely into conditions in the two markets. Among the factors to be investigated are local and foreign competition, government regulations, and trends in use of medical equipment.

Prepared annually by the International Trade Analysis Staff of the Bureau of International Commerce, both series of reports contain data on chemicals, machinery, transport equipment, and other manufactures, such as metals and consumer nondurables. Mineral fuel products, processed foods, fats, oils, military firearms and ammunition are excluded. Figures on textiles and nonferrous metals are incomplete in the commodity reports and in the country reports based on export data. These products are exported in substantial volume by countries other than the 14 major suppliers which provide the basic commodity export statistics.

How to order

A complete listing of the country reports, by title and order number, is presented at the end of this article. Both commodity and country listings will be found in the new Market Share Reports Catalog, which is in preparation. This catalog may be obtained free of charge after Nov. 1 from the National Technical Information Service (NTIS), U.S. Department of Commerce, Springfield, Va. 22151. It may also be obtained from the Department's 43 District Offices located throughout the United States. Samples of the reports are on file at these offices.

Orders for the reports should be sent to the NTIS with checks payable to that agency. Deposit accounts may be opened with a minimum payment of $25. Country reports cost $3 each and commodity reports, $3 for one to five reports.

Each Market Share Report must be purchased by its order number. To conserve space in the listing below, a common prefix "COM-73-10010-" has been omitted from the individual entries and must be added to the 4-digit number following the title to form a complete order number. For example, the order number for the entry *Algeria —5001* is COM-73-10010-5001. Reports on countries in bold face are based on import data.

Algeria—5001; Argentina—5002; **Australia**—5003; **Austria**—5004; **Belgium-Luxembourg**—5005; Bolivia—5006; Brazil—5007; Cameroon—5008; **Canada**—5009; Chile—5010; Colombia—5011; Costa Rica—5013; **Denmark**—5014; Dominican Republic—5015; Ecuador—5016; Egypt—5068; El Salvador—5017; Ethiopia—5018;

Finland—5019; **France**—5020; **Federal Republic of Germany**—5021; Ghana—5022; **Greece**—5023; Guatemala—5024; Honduras—5025; **Hong Kong**—5026; India—5027; Indonesia—5028; Iran—5029; **Ireland**—5030; **Israel**—5031; **Italy**—5032; Ivory Coast—5033; Jamaica—5034;

Japan—5035; Kenya—5036; Republic of Korea—5037; Kuwait—5038; Lebanon—5039; Liberia—5040; Libya—5041; Malaysia (1970-71 data only)—5042; Mexico—5043; Morocco—5044; **Netherlands**—5045; **New Zealand**—5046; Nicaragua—5047; Nigeria—5048; **Norway**—5049;

Pakistan—5050; Panama—5051; Peru—5052; Philippines—5053; **Portugal**—5054; Saudi Arabia—5055; Singapore (1970-71 data only)—5056; South Africa—5057; **Spain**—5058; **Sweden**—5059; **Switzerland**—5060; Tanzania—5062; **Thailand**—5063; Trinidad and Tobago—5064; Tunisia—5065; Turkey—5066;

Uganda—5067; **United Kingdom**—5069; Venezuela—5070; Republic of Viet-Nam—5071; **Yugoslavia**—5072; Zaire—5012; Zambia—5073;

Poland—5074; USSR—5075; Peoples Republic of China—5076.

Manufactured Exports, Related Employment Surveyed By Census

American manufacturers produced an estimated $33.1 billion worth of goods for export in 1971, according to a report based on a survey conducted recently by the Bureau of the Census.

The estimate, an f.o.b. manufacturing plant figure, is 13 percent higher than the estimate for 1969, the year of the last such survey.

Despite this rise in value of exported goods, employment related to the exports dropped from 779,000 in 1969 to 746,000 in 1971. This decline was relatively less than the drop in total manufacturing employment from 20 million to 18.4 million between the two survey years. As a result, export related employment, as a percent of the total manufacturing employment, rose from an estimated 3.9 percent in 1969 to an estimated 4.1 percent in 1971.

Most major industry groups showed gains in 1971 over 1969 in the estimated value of exports with transportation, non-electrical machinery, food, and chemicals and allied products recording the largest absolute increases. Other groups of industries showing large gains were textiles, leather and leather products and instruments.

Michigan and Ohio emerge as the top States in production of manufactured goods for export in 1971, the report shows. The two moved ahead of California which dropped from first place to fourth in this regard. New York State rose from fifth to third place.

Copies of the report, "Survey of the Origin of Exports by Manufacturing Establishments: 1971," may be obtained by writing to the Publications Distribution Section, Bureau of the Census, Washington, D.C. 20233. There is no charge. A more comprehensive report showing additional industry and area detail will be published soon.

ARRIVING IN ZAMBIA—*Mission members, led by Director E. Lee Carteron (center), are escorted through Customs by U.S. Commercial Officer Frederick H. Gerlach (third from left). After week in Zambia, group proceeded to Kenya and Zaire.*

Electric Power Mission To Africa Widens Market For U.S. Equipment

A trade mission that traveled to east central Africa recently to promote the sale of U.S. electric power equipment and technology found eager listeners at each stop on the itinerary.

Offering products and services to electric utilities and related companies, the eight mission members representing 15 U.S. firms during two weeks uncovered almost 200 business leads in Zambia, Kenya, and Zaire.

Five of the firms were selling transmission and distribution equipment; one, generation equipment; one, engineering services. The eighth member, Leon E. Evans, represented the National Rural Electric Cooperative Association. Of the six seeking representation, three signed agency agreements and 14 more agreements are expected to be concluded. A 12-month sales forecast of $7.4 million was reported by the group.

The mission talked with Government and power officials in all three countries. "We wanted to learn as much as we could from leaders about their problems and needs in the electrical power field, so that we could see what can be offered in technology," said Mission Director E. Lee Carteron of the Commerce Department. Evans' message on the importance of rural electrification to economic diversification and overall development struck a responsive chord throughout the tour, Carteron said.

Zambia in transition

In Zambia, the mission accomplished a major objective in opening the door to a market previously dominated by British companies. Although initially skeptical about U.S. technology, potential customers confronted with new ideas proved very willing to listen.

The U.S. group visited the Electric Supply Corporation's hydroelectric power station at Livingstone, and officials at copper mines in Kitwe and Ndola. Sales of U.S. equipment are likely to be long-range, Carteron pointed out, because of the "prior presence of other foreign firms and their influence on specifications and contracts, and a reluctance to change." Mission member Frank Stewart, of Mathias, Klein & Sons, Inc., said, "Zambia is a country in transition. Although basic control is European and British oriented, Yankee trader know-how and perserverance can prevail upon Zambian business to try American wares and technology."

Another member, John R. Szymanski, General Motors Overseas Operation, commented: "Zambia's rapid national growth and advances in technology have greatly increased demands upon the electric utility industry. The U.S. power trade mission offers of training, equipment and technology to Zambian business and Government will result in their ability to exceed their growth levels."

Prospects now in Kenya

A majority of the members believe that Kenya offers better immediate prospects for U.S. business than does Zambia. The presence of more than 100 U.S. business firms and the embassies of 65 countries is testimony that Nairobi is an ideal location for area representation. Transportation facilities to Europe, North America, and all of Africa are considered good. The Government's interest in modernization is exhibited by its agreement with the Swedish International Development Authority for a study of development of electricty for rural areas. "Planned industrial expansion and continued urbanization should increase demand for electric power and thus American products," said Carteron.

Three of the mission members plan to return to Nairobi shortly to follow up leads developed and two others plan to send other representatives of their companies.

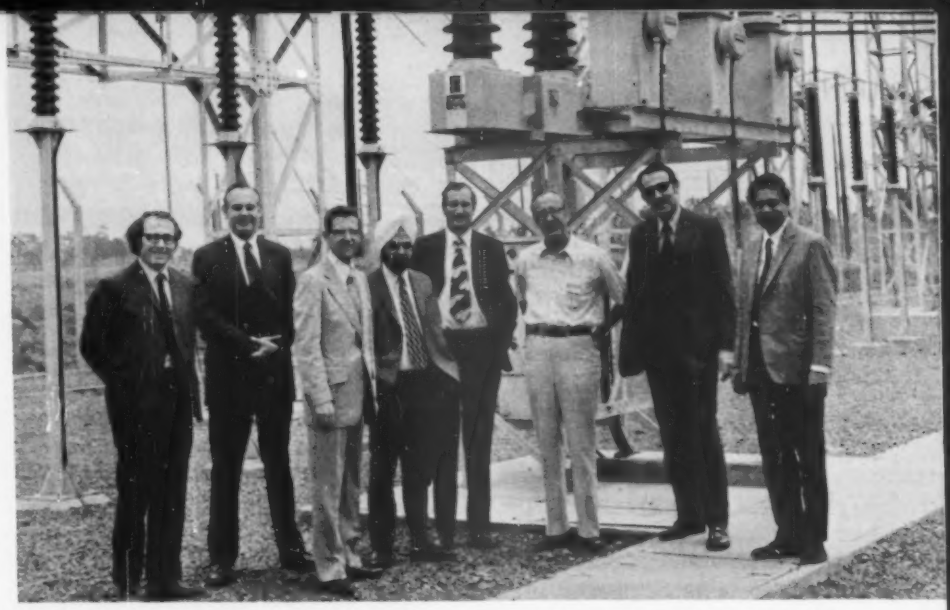
Zaire dam visited

The highlight of the Zaire stop was the tour of the Inga Dam project, which has the potential of being one of the world's largest hydroelectric power schemes.

Foreign influence in the Zaire market was felt strongly by the mission members, Carteron observed. They generally agreed that the potential for transmission and distribution products is excellent, but that development of the market will be long range. In spite of language and other difficulties, the participants opened communications for several million dollars worth of new business in Zaire.

John Lenkey III, of the Elastimold Division of Amerace-Esna Corp., during the mission tour developed 128 leads for the eight companies he was representing. He described the Zairian market as a "very lively growing place," observing that "the potential here is the greatest I've seen in Africa."

"I feel good about the total mission concept and results," concluded Donald J. Mazanec, Joslyn Manufacturing & Supply Co. "The seeds have been planted and we will continue to call on this market and make every effort to break in," came from Robert W. Lyon, A. B. Chance Co. "The groundwork has been laid and communications channels established that will result in future assignments," reported Calvin R. Thomas, Bovay Engineer Inc. And James B. Holloman, Alcoa Conductor Products Co., added, "It has been an altogether worthwhile experience for me and it is amply justified by the expectation of long-term benefit to my company."



TOURING POWER STATION IN KENYA—*In Nairobi, mission visited substation of East Africa Power & Lighting Co. From left: Mr. Canton, local distributor for A. B. Chance Co.; mission members James B. Holloman and Robert W. Lyon; station engineers H. S. Jabbal and E. D. Bell; mission members Leon E. Evans and Donald J. Mazanec; and J. C. D'Cruz, station engineer.*

PRESENTATION IN ZAIRE—*U.S. Ambassador Sheldon B. Vance (left) presents "Peace and Commerce" medal, a gift from the trade mission, to Tumba Tunkadi, President of the Kinshasa Chamber of Commerce.*

Korean Buying Mission Visiting U.S. Cities

A 30-man buying mission from the Republic of Korea, led by the Korean Vice Minister of Commerce and Industry, Shim Ui Hwan, arrived in the United States recently for a month-long tour seeking U.S. suppliers of manufactured products.

The team of 22 Korean businessmen and eight government officials, visiting 13 U.S. cities through Oct. 16, is prepared to make on-the-spot purchases in excess of $100 million, Korean officials said.

The mission's buying interest centers on textile machinery, instruments, materials handling equipment, machine tools, metalworking equipment, heavy construction equipment and transportation equipment.

On Oct. 4 the mission will divide into three groups to visit American manufacturers and equipment suppliers in Cleveland, Cincinnati, Pittsburgh, Houston, Detroit, Milwaukee, Boston, Philadelphia, and Charlotte, N.C. Members of the mission will reassemble in Los Angeles Oct. 14 and return to Korea Oct. 16.

Washington's

Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

Message to Congress: President Nixon on Sept. 10 delivered a State of the Union message to the Congress. He urged that action be taken on a number of economic proposals: the Trade Reform Act of 1973, the Export Administration Act amendment, legislation which would establish the Council on International Economic Policy on a permanent basis, an Alaskan pipeline bill, and measures to authorize the construction and the operation of deepwater port facilities.

New Laws: During August, President Nixon signed the following bills into law: H.R. 6676, extending until July 1, 1976, the existing suspension of duty on manganese ore (P.L. 93-99); and H.R. 3630, extending until Sept. 30, 1975, the suspension of duty on tanning materials and including in such suspension logwood (P.L. 93-101).

Adjustment Assistance: On Aug. 7, President Nixon directed the Secretary of Labor to certify the former employees of the General Electric Co. plant in Buffalo, N.Y., as eligible to apply for adjustment assistance under the Trade Expansion Act (TEA) of 1962. The President's action broke a tie vote of the Tariff Commission on the workers' petition for adjustment assistance. Trade adjustment assistance is extended under the TEA to workers who become unemployed because of increased imports resulting in major part from trade agreement concessions.

THE CONGRESS

Votes: On Sept. 6, the House passed and sent to the Senate H.R. 8547, to amend the Export Administration Act of 1969 to protect the domestic economy from the excessive drain of scarce materials and commodities and to reduce the serious inflationary impact of abnormal foreign demand. Included were amendments to require the Department of Agriculture to print a weekly newsletter on anticipated future exports of agricultural commodities and to require the Secretary of Commerce to provide a fair and equitable system for export permits. The bill was referred to the Senate Committee on Banking, Housing and Urban Affairs.

Two measures recently were cleared for the President's action when the House passed the following bills, previously approved by the Senate: S.902, to amend the Merchant Marine Act of 1936, as amended (so that trade between points in Alaska and wholly within other offshore states or possessions can qualify as a permissible trade in which to operate vessels built with capital construction funds); and S.1352, to require loadlines on U.S. vessels engaged in foreign voyages and on foreign vessels within the jurisdiction of the United States.

In other activity, the House passed an amended version of H.R. 37, to provide for the conservation, protection, and propagation of species or subspecies of fish and wildlife that are threatened with extinction or likely within the foreseeable future to become threatened with extinction. Subsequently, a similar Senate-approved bill, S. 1983, was passed in lieu after being amended to contain the language of the House bill as passed.

Committee Action: The Senate Committee on Finance ordered favorably reported with amendments S. 2335, the proposed Foreign Assistance Act of 1973, after deleting Section 16 of the bill which called for a U.S. Export Development Credit Fund. The Committee announced that this proposal may be considered in conjunction with future trade legislation. Lawrence A. Fox, Deputy Assistant Secretary of Commerce for Domestic and International Business, was among those testifying at Committee hearings on Section 16.

Congressional Hearings: In September, the Subcommittee on Foreign Economic Policy and the Subcommittee on the Near East and South Asia (both of the House Foreign Affairs Committee) met jointly and continued hearings on oil negotiations, the Organization of Petroleum Exporting Countries, and the stability of oil supplies. The House Committee on Ways and Means met in executive session and continued markup of H.R. 6767, the proposed Trade Reform Act of 1973.

The Subcommittee on Patents, Trademarks, and Copyrights of the Senate Committee on the Judiciary continued hearings on S. 1321, proposing revision and reform of the patent laws. Among those giving testimony were: Karl E. Bakke, General Counsel, and Rene D. Tegtmeyer, Acting Commissioner, Patent Office, both of the Department of Commerce; Thomas E. Kauper, Assistant Attorney General, Antitrust Division, Department of Justice; Jerry Dunne, Patent Office Society, Washington, D.C.; and Francis Browne, Washington, D.C. The Senate Committee on Commerce resumed hearings on S. 1483 and S. 1774, bills proposing expansion of U.S. export programs and clari-

fication of import laws. John K. Tabor, Under Secretary of Commerce, was among those testifying (see Page 12 of this issue). Hearings on S. 1483 and S. 1774 were recessed subject to recall.

The Subcommittee on African Affairs of the Senate Committee on Foreign Relations concluded hearings on S. 1868, dealing with U.S. importation of Rhodesian chrome ore. The Subcommittee received testimony from David D. Newsom, Assistant Secretary of State for African Affairs, Ambassador John A. Scali, U.S. Representative to the United Nations; John J. Sheehan, United Steelworkers of America, Washington, D.C.; Frederick B. O'Mara, Union Carbide Corp., Washington, D.C.; and E. F. Andrews, Allegheny Ludlum Steel Corp., Pittsburgh.

New Legislation: Since the opening of the 93rd Congress, some 375 trade and related bills have been introduced. Legislation not previously reported in the Official Trade Briefs column includes: S. 2374, to amend the Antidumping Act of 1921, to provide for a substituted constructed value in the case of certain imported merchandise; S. 2335, to amend the Foreign Assistance Act of 1961, and for other purposes (see Committee Action, Page 34); H.R. 10085, to suspend for a 3-year period the duty on mustard seeds; H.R. 10221, to prohibit the importation of articles of harp seal and hooded seal; H.R. 10295, to provide for assistance in international drug control through the use of trade policy; and H.R. 10044, to increase the amount authorized to be expended to provide facilities along the border for the enforcement of the customs and immigration laws.

TARIFF COMMISSION

Investigations — Nonfat Dry Milk: At the request of the President, the Tariff Commission instituted an investigation on Aug. 29 to determine whether an additional 100 million pounds of nonfat dry milk may be imported into the United States for a temporary period ending Oct. 31, without adversely affecting the USDA milk price support program.

Escape Clause Investigation — Pianos: On Aug. 28, the Tariff Commission, upon a petition filed on behalf of the National Piano Manufacturers Association, instituted an investigation in connection with the preparation of advice to the President with respect to **pianos** of the kind described in item 924.00 in part 2A of the Appendix to the Tariff Schedules of the United States.

An increased rate of duty was imposed by Presidential proclamation upon imports of pianos in 1970 following a Tariff Commission investigation. Under the proclamation, the increased rate remained in force for three years. With the advice of the Tariff Commission, the President extended the increased rate until Feb. 20, 1974.

The function of the current investigation by the Tariff Commission is to advise the President as to the probable economic effects that a termination of this rate would have on the industry concerned.

Adjustment Assistance—Firms: The Tariff Commission has found the BGS Shoe Corp. **(footwear)** of Manchester, N.H., ineligible to apply to the Department of Commerce for adjustment assistance.

Adjustment Assistance — Workers: Since the last Trade Briefs column (*Commerce Today*, Aug. 20), the Commission has opened investigations into the effect of imports on five petitioning groups of workers at the following plants: Bower Roller Bearing Division of the Federal Mogul Corp., Southfield, Mich. **(bearings)**; Criterion Footwear, Inc., Brooklyn **(footwear for women)**; Don Gustin Shoe Co., Inc., Paterson, N.J. **(footwear for women)**; Zuckerman & Fox, Inc., New York **(footwear for women)**; Nina Footwear Co., Inc., Long Island City **(footwear for women)**.

In its reports of four investigations on behalf of worker groups, the Commission found in only one instance that the criteria establishing eligibility for adjustment assistance were met. As a result of a positive determination, workers of Hubbard Shoe Co., Inc., Rochester, N.H., who produced **women's footwear,** are now eligible to apply to the Secretary of Labor for adjustment assistance. The vote of the Commission was negative with respect to the workers of Hubbard Shoe Co. who produced **men's golf shoes.**

In the remaining three cases, the Commission reported that the following groups of workers did not meet the requirements of the Trade Expansion Act of 1962 to apply to the Department of Labor for adjustment assistance: workers of Erskine Industries, Inc., Reynoldsville, Pa., producing **electronic receiving tube mounts**; workers of Young Ones, Inc., Brooklyn, producing **canvas footwear**; and workers of J. P. Stevens & Co., Inc., Greenville, S.C., producing **worsted fabrics.**

Section 337 (Unfair Import Competition) Cases: Following preliminary inquiry based on a complaint filed by Multi-Med Industries, Inc., of Southfield, Mich., and Martin Mattler of Franklin, Mich., the Tariff Commission has initiated a full investigation with respect to alleged patent infringement in the importation and sale in the United States of certain **disposable catheters and cuffs therefor.** Location and date of a public hearing on this investigation will be announced. Following another inquiry based on a complaint filed by ATI Recreation, Inc. (now All-Tech Industries, Inc.), of Miami Lakes, Fla., the Commission has also initiated a full investigation with respect to alleged patent infringement in the importation and sale in the United States of certain **convertible game tables.**

In each case, the Commission decided not to recommend at this

time that the President issue a temporary exclusion order.

On the basis of a request from the complainants Beecham Group Ltd. and Beecham, Inc., Clifton, N.J., and for other reasons, the Commission terminated without prejudice an investigation regarding alleged patent infringement in the importation and sale of **ampicillin.**

Dumping Cases: The Tariff Commission has concluded five investigations of articles previously determined by the Treasury Department to be sold at less-than-fair value (LTFV). The Commission determined that a U.S. industry is sustaining injury by reason of LTFV imports of **steel wire rope** from Japan. As a result of the Commission's findings, these imports will be subject to special dumping duties. In the other four cases, the Commission notified the Secretary of the Treasury that U.S. industry is not being injured as a result of LTFV imports of **ceramic glazed wall tile** from the Philippines, **aluminum ingot** from Canada, **deformed concrete reinforcing bars of non-alloy steel** from Mexico, and **electronic color separating or sorting machines** from the United Kingdom.

In other activity, the Commission has instituted three investigations of articles previously determined to be sold at LTFV. The Commission will investigate the possibility of injury to domestic industry in connection with the following imports from Japan: **polychloroprene rubber, expanded metal, of base metal** and **calcium pantothenate.**

OTHER AGENCIES

Treasury-Dumping Cases: The Treasury Department has issued formal dumping findings with respect to **printed vinyl film** from Brazil and Argentina and **stainless steel wire rods** from France. This is the final administrative requirement in anti-dumping investigations. Previously, Treasury found that the products in question were being sold in the United States at less-than-fair value (LTFV). The cases were then referred to the Tariff Commission which determined that industries in the United States were being injured by reason of the LTFV sales. As a result, all LTFV imports of **printed vinyl film** from Brazil and Argentina and **stainless steel wire rods** from France will be subject to special dumping duties.

Treasury has withheld appraisement on **metal punching machines** from Japan. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reason to believe or suspect the existence of sales at LTFV. The Department also announced a simultaneous withholding of appraisement and a determination of LTFV sales on **expanded metal, of base metal,** from Japan. Additionally, Treasury has announced affirmative findings of LTFV sales in an investigation of **calcium pantothenate** from Japan. Both of these affirmative LTFV findings have been referred to the Tariff Commission for determination as to whether U.S. industries are sustaining injury from the LTFV sales.

The Treasury Department issued a final negative determination with regard to **polypropylene strapping** from Japan, stating that it is not being, nor is it likely to be, sold at LTFV.

In other activity, the Department announced that two investigations of alleged LTFV sales involving **upholstery spring wire** from Japan and **rubber thread** from Italy have been tentatively discontinued.

A new investigation to determine if sales at LTFV are occurring has been initiated with respect to **papermaking machinery and parts thereof** from Canada.

Labor—Adjustment Assistance: On Sept. 6, the Bureau of International Labor Affairs announced that approximately 280 former workers of the Hubbard Shoe Co., Inc., Rochester, N.H., who had lost their jobs as a result of increased imports of **women's footwear,** had been certified by the Labor Department as eligible to apply for trade adjustment assistance. The Labor Department certification follows a Tariff Commission report to the President that the workers became unemployed because of increased imports, resulting in major part from trade agreement concessions. Assistance to workers under the Trade Expansion Act may include cash allowances, testing, counseling, training, job placement, and relocation if needed and desired.

About 875 former employees of the General Electric plant in Buffalo were certified by the Labor Department on Sept. 17 as eligible to apply for trade adjustment assistance. Employment at GE's Buffalo plant began to decline sharply in September 1970, due in major part to increased imports of **transistors and diodes.** The plant closed in December 1972. On April 24, 1973, a petition requesting a determination of eligibility to apply for adjustment assistance was filed with the Tariff Commission on behalf of the former employees. Following a split decision of the Tariff Commission on the eligibility of the former employees to apply for adjustment assistance, the President ruled that the workers of the Buffalo plant had been injured by increased imports (see The President, Page 34). After a Labor Department investigation, the certification was issued.

International Trade Briefs

GATT Negotiations: Multilateral trade negotiations were formally opened Sept. 14 with the adoption of the "Tokyo Declaration" by more than 100 nations meeting in Tokyo under auspices of the General Agreement on Tariffs and Trade. The Declaration embodies the principles of the negotiations,

which will cover all the essential elements of the trading system: among others, the tariff and nontariff restrictions in both industry and agriculture, developing nations' trading interests, and a multilateral safeguard system. The Declaration also established a Trade Negotiations Committee (TNC), charged with developing negotiating procedures and with supervising the negotiations. The TNC is expected to begin meeting in Geneva in late October. U.S. participation in actual country bargaining will begin once the Congress has approved the trade bill and other prenegotiation procedures have been completed.

IMF Annual Meeting: Representatives from 126 nations met in Nairobi, Kenya, Sept. 24 for the 28th annual meeting of the International Monetary Fund. The day before the opening session, the Committee of Twenty, set up by IMF last year, agreed on a deadline of July 31, 1974, for settling basic issues of monetary reform. The U.S. delegation is led by Treasury Secretary George P. Shultz.

Trade With China, East Europe Hits Record Levels

U.S. trade with Eastern Europe and China reached a record high of $580.1 million in the first quarter of this year. Trade was $404.1 million in the previous quarter and $230.3 million in the first quarter of 1972.

Of the current first quarter total, $470.8 million were exports and $109.3 million were imports, for a favorable U.S. trade balance of $361.5 million.

U.S. trade with the People's Republic of China (PRC) also reached a high for any quarter at $47.5 million, of which our exports totaled $33.5 million and imports, $14 million.

Second quarter licensing to Eastern Europe and the People's Republic of China totaled more than $162 million in the first two quarters of 1973, reflecting removal of a wide variety of commodities from the control list, including metalcutting and metalworking machines, machine tools, pipes and tubing, and certain pumps and pump parts.

Significant U.S. exports to China included (in millions of dollars): corn, $16; raw cotton, $7; crude soybean oil, $4.7. U.S. imports from PRC included raw silk, $2; bristles, $1; printed cotton, $1.6; tin, $1.4; antiques, $1.

Trade expansion included

For the first time, the Quarterly Report on Export Administration, published by the Commerce Department's Bureau of East-West Trade, contains material relating to trade expansion, trade development and other U.S. economic activities involving most of the Socialist countries of Eastern Europe and East Asia, including a calendar of promotional events.

The report is for sale at $1 per copy by the Superintendent of Documents, U. S. Government Printing Office, Washington, D.C. 20402 or any Department of Commerce District Office.

Soviet Information Distribution System May Help U.S. Firms

The technical information distribution system of the USSR State Committee for Science and Technology may prove useful to U.S. companies seeking to enter the Soviet market. The system allows for wide distribution to Soviet end-users and technical personnel such as plant engineers and scientific researchers of catalogs and other promotional materials put out by American firms. Lack of availability of U.S. catalogs apparently has hurt sales prospects for U.S. firms in the past.

In a recent Moscow meeting with representatives of Commerce's Bureau of East-West Trade, Dr. N. B. Arutyunov, Chief of the Scientific-Technical Information Department of the State Committee for Science and Technology, explained how the State Scientific-Technical Library (SSTL) system works. Information received by SSTL is passed down through 82 industrial branches, 15 republic divisions, then to regional centers, and finally to 10,000 "information bureaus."

Technical information

The "information bureaus" represent sizable organizational units in plants, projects, or special technical or research institutions which provide technical information services for end-user personnel. The "information bureaus" are also the source of machinery and product purchase recommendations to industrial ministries and thereafter to the Ministry of Foreign Trade and the foreign trade organizations, once Gosplan (the State Planning Commission) has approved the money allocation.

Catalog turnover time from receipt in SSTL to receipt by the end-user "information bureau" could be about ten days depending on size of the catalog and difficulty in translation. One hundred catalogs per company is the minimum needed for a marketing effort to reach an adequate number of end-users. In the case of exhibitions, whether U.S. or Soviet-organized, pre-show dissemination of catalogs through the SSTL system, as well as through regular channels, is advised.

Where to send catalogs

Dr. Arutyunov welcomed continuous receipt from the United States of a broad range of information on machinery, equipment and end products, including consumer goods. Specialized catalogs should be sent to the Division of Industrial Catalogues, State Public Scientific-Technical Library, Ploshchad Nogina 2/5, Moscow.

Trade Fairs, Centers

Commerce Seeks Exhibitors For Six Trade Shows Abroad

U.S. producers of a wide variety of highly marketable products are needed for six Commerce Department-sponsored exhibits overseas.

Metals and metallurgy equipment: France. The U.S. Department of Commerce is offering American manufacturers and suppliers of equipment, instruments, special metals and alloys for the metals industry an exceptional opportunity to enter or increase sales in the dynamic French market by displaying their products at a Feb. 11-14 exhibit at the U.S. Trade Center in Paris.

France, which has more than doubled its standard of living since World War II, now has the fastest growing economy in Western Europe. Pervasive signs of expansion can be seen eevrywhere. As part of a general business surge the steel industry, under government assistance and stimulation, is expected to accelerate investment to modernize its plants and equipment. The non-ferrous metals industry, always very important in France, should continue to grow.

To meet their increased needs, French firms spent about $1 billion on metallurgical equipment, instruments, special metals and alloys during 1972. Demand is growing at more than 11 percent annually, so that French industry should invest another $4.2 billion for these products during 1973-75.

American firms enjoy an excellent image and have a competitive edge in many areas of the market because of their advanced technology. Recent currency realignments have placed U.S. suppliers in a very favorable price position.

Companies intending to make inroads into the French market must establish good channels of distribution. Selection of agents or distributors that can furnish after-sales service is a consideration for most of the products to be displayed. Exhibitors wishing to establish representation can take advantage of the U.S. Trade Center's agent-finding services.

For details contact Myra Triplett at 202-967-5373.

Business equipment, office machinery: Iran. To help U.S. suppliers capture a larger share of the booming market in Iran for business equipment and office machinery, the U.S. Department of Commerce will mount a major exhibition of such items at the new U.S. Trade Center in Tehran, Feb. 23-27. This will be the second full-scale promotion at the Center, which opens in November.

Iran's real GNP has grown steadily since 1964 at an average rate of 11 percent paced by rapidly rising oil revenues which this year are expected to earn about $3.5 billion in foreign exchange. This factor, combined with political stability and an ambitious development effort, make Iran one of the most attractive markets in the Middle East. The U.S. is Iran's major supplier, and American brand names are widely respected.

The February exhibit will feature the latest in U.S. business equipment, including electronic calculators, computers and computer peripherals, duplicating apparatus, accounting and bookkeeping machines, and record storage/retrieval equipment and systems. Anticipating strong response from U.S. industry, arrangements are being made to accommodate up to 40 exhibitors in an event which is certain to arouse keen interest among both the public and private sectors. Iran relies entirely on foreign suppliers of business equipment and office machinery. Imports during the latest Iranian year totaled $13.1 million, almost double the previous 12-month period. Further dramatic increases are predicted, and the outlook for a big jump in U.S. sales is excellent.

For details, call Michel F. Smith at 202-967-5506.

Agriculture, building and construction equipment: Indonesia. The U.S. Department of Commerce will sponsor an exhibit of American agricultural and construction equipment March 4-9 in Jakarta. Entitled "USAQUIP '74", the show will help U.S. suppliers cash in on the current economic boom in Indonesia.

The construction industry, with an annual growth rate of 30 percent, lends strong support to the Indonesian economic development boom. Though much of the construction is tied to Government assistance, it is the continuing policy of the Government to push the construction industry toward the free enterprise arena. U.S. exports have maintained a steady and impressive growth since 1969, when total exports in the construction and building industry amounted to $5 million; by 1972 the total was almost $25 million.

Roof tiles, bricks and cement are practically the only building products manufactured in Indonesia, and there is no construction equipment produced. Thus, the industry depends heavily on imports.

The long-depressed market for agricultural machinery and equipment is responding to the stimuli of a stable economy which is rapidly developing, and to the government development and rehabilitation programs. The process of deterioration, most pronounced by 1967 among the vast plantation estates, has been arrested. Now these estates are replacing old equipment, and expanding their

RIDING JEEP TO EXPORT PROFITS—*Twenty-one U.S. agricultural firms found the Commerce Department's new Joint Export Expansion Program (JEEP) an excellent vehicle for reaching new marketing territory during a recent show at the U.S. Trade Center in Mexico City. JEEPs are special efforts by the Department to attract new firms into exporting through setting-up specific Trade Center shows for new-to-market exhibitors, and defraying up to $300 of the overseas promotional expenses as well as up to $100 of the cost of shipping unsold items back to the United States or to another JEEP. Above left, exhibitors listen to pre-show briefing, and at right, Dennis Neal (center) of Mayrath Industries, explains his firm's cutaway auger. Four representatives were signed during the show, and negotiations opened with another 21.*

inventories, as they expand and diversify their crops.

By 1974 at least half the Government-owned estates will have received financing for rehabilitation and expansion. Ample funds are available to sustain high levels of equipment procurement throughout the 1970s. By then the producers will be in a position to increase their future purchases through augmented earnings.

For details on exhibiting, call Gus Duda at 202-967-4673/5545.

Physicial and chemical measuring instruments: Scandinavia. The U.S. Trade Center in Stockholm has scheduled a March 11-15 show to help American exporters increase their 20 perecent share of the $180 million Scandinavian market for scientific instruments. The exhibit will feature laboratory instruments, optical and electro-optical instruments, physical properties testing and measuring equipment, scientific computers and calculators, and environmental simulation equipment.

Sweden—The 1972 market for industrial and scientific instruments in Sweden totaled an estimated $129 million. Imports accounted for about 75 percent, or $97 million, of 1972 Swedish purchases and by 1975 the total annual Swedish market for instruments is expected to exceed $220 million, with imports projected to account for almost 80 percent. The United States was Sweden's principal supplier of electric and electronic instruments in 1972.

Denmark—Instrument consumption is expected to reach more than $41 million in 1976, accompanied by a corresponding rise of approximately 20 percent in instrument imports, producing a 1976 market of $37 million. Industry is expected to continue to be the major instrument user as Denmark seeks to reduce its balance of payments and trade deficits by producing more exports.

Norway—There is extensive interest in research in Norway. The Royal Norwegian Council for Scientific and Industrial Research is a semi-official organization which has established 14 research institutes. In addition, the larger industries operate their own research departments.

Finland—Developments in Finland have tended to follow those in other Nordic countries. Demand for scientific instruments has grown rapidly and is expected to continue in the 1970s. Expenditures for research and development are expected to reach about $170 million by 1980 at the present growth rate compared with $35 million in 1968. Most of the equipment used will be imported.

For details, call Ed Leslie at 202-967-4461.

Nuclear equipment: Germany. U.S. suppliers currently account for more than 80 percent of the German market in computerized electronic equipment, and supply German research centers with over half of their nuclear-related electronic equipment. To help U.S. firms hold this prominent position in the German market, the U.S. Department of Commerce will sponsor a nuclear equipment and instrumentation exhibition March 18-21 at the U.S. Trade Center in Frankfurt. About 30 U.S. businesses will display their products.

U.S. equipment enjoys a leading position in several nuclear fields, including nuclear medicine, and exports of low-energy physics equipment to Germany reached $4 million in 1972. German builders of nuclear power plants continue to tap U.S. sources.

Market research shows that nuclear equipment and instrumentation products with the best sales potential in Germany include: computerized electronic measuring equipment; hybrid and analog computers; in-core instrumentation for high-temperature and fast breeder reactors; radiation detecting equipment; radioactive isotopes; cyclotrons and other accelerators above 1MeV acceleration; and enriched uranium compounds.

Also, nuclear medicine equipment of the following types: sample changers for gamma spectrom-

etry; liquid scintillation sample changers for beta spectrometry with process computer; scintillation camera systems for gamma radiation with NaI crystals; 4,000 channel analyzers; swimming-pool reactors; scanners; and compact cyclotrons for biomedical isotope production.

For details on participation, call Michael Hanpeter at 202-967-3748.

Chemical and petrochemical processing: Mexico. The U.S. Department of Commerce's Trade Center has scheduled its first showing in Mexico City of manufactured chemical and petrochemical equipment and instrumentation for March 25-29. This promotion will bring a wide selection of advanced U.S. equipment to an audience estimated at more than 75 percent of all potential users in Mexico.

Chemical processing is one of the strongest growth industries in Mexico. It has risen at a rate of more than 11 percent annually since 1960, and exports of chemicals were up 30 percent in the first four months of 1973 over the admittedly depressed similar period of 1972. As of summer 1973, growth in Mexico was limited mainly by capacity.

Investment during 1972-80 has been projected at $2.8 billion by the Mexican National Chemical Industries Association. Opportunities are available for U.S. suppliers of a wide range of sophisticated and advanced equipment and instrumentation, as well as engineering and design services.

The U.S. is the source for the great majority of the chemical and petrochemical plant equipment and instrumentation in Mexico. With a long tradition of preference for U.S. equipment, Mexican industry favors the shorter delivery time and availability of parts. Recent exchange rate changes give U.S. equipment an additional price advantage over European and Japanese items.

For more information, call Porter Clary at 202-967-5040.

WORLDWIDE AUDIENCE—*ACHEMA '73 attracted prospective buyers from all over the world, and the 41 U.S. exhibitors developed 4,300 sales leads and signed 49 representation accords during the show. Above, Dr. S. J. Chen of Kenics Corp. demonstrates his firm's static mixer.*

Buyer Interest Ran High During Achema '73 Show

The 41 exhibitors which participated in the U.S. exhibit at ACHEMA '73 in Frankfurt were able to develop 4,300 sales leads. New-to-market companies in the U.S. pavilion accounted for 65 percent of the $400,000 direct on-the-spot sales, and more than $4 million of the total projected sales expected to result in the year following the exhibit.

Twenty-four exhibitors took this unique opportunity to find sales representation throughout Europe. Forty-nine representation agreements were signed during the Achema while 85 distributorships were under negotiation when the exhibition closed.

Total attendance at the Achema '73 Exhibition-Congress was 170,000, of which one third came from countries other than Germany.

A Russian delegation led by the Minister of Chemical Industry, Leonid Kostandov, and the Minister of Chemical and Petroleum Engineering, Konstantine Brekhow, visited the U.S. pavilion on opening day together with American Ambassador to Germany Martin J. Hillenbrand, and the Frankfurt American Consul General, Robert H. Harlan. They said they had made a special effort to view the products featured by U.S. manufacturers.

Educational, Sports Firms Invited to French Exhibition

France's second educational and community sports equipment exhibition, SPORTEXPO, will be held in Bordeaux April 3-7. The first show, held last fall, attracted a large audience. Exhibitors from 10 foreign countries were present, but only six American firms participated. U.S. firms are welcome to participate this April. For details, write: SPORTEXPO, Foire Internationale de Bordeaux, Parc des Expositions, 33300 Bordeaux, France.

ANALYZING PRODUCTS—*The U.S. Trade Center in Tokyo's exhibit of analytical instruments created intense interest among Japanese buyers. Above, Datel Systems' representative describes the firm's cassette module to prospective customers.*

Tokyo Analytical Instrument Show Packed Them In

The 45 exhibitors took up every square inch of available space at the U.S. Trade Center in Tokyo's recent showing of American analytical instruments. The especially high attendance of more than 1,900 visitors at the weeklong show reflected the intense interest of Japanese industry in these products.

Thirteen of the exhibitors were either new-to-export or new-to-market. Nine exhibitors were seeking an agent or distributor at the exhibition and four agreements were signed during the show. Six additional agreements are expected to be signed within a year following the exhibition. Also, 14 licensee and joint-venture agreements were under negotiation at the conclusion of the show.

Mr. S. Namisnak, Senior Vice President of Lawrence Electronics, commented "This show brought in the right people who are interested in Lawrence equipment and how this equipment can solve industry problems. As a result of the show, a better marketing program will be established."

The Japanese representative of Reticon Corp. of Mt. View, Calif. found new applications for the firm's solid state image sensors through discussions with show visitors. "Japan seems to need two more years to start production of similar products; during the coming two years we can possibly share a majority of the market."

Dr. Donald S. Lavery, Director of Marketing for Wilks Scientific Corp., commented "Level of attendance has been impressively high and included a large proportion of people with specific interests in our products. This has definitely been better than shows we have participated in in the U.S. during the past two years."

U.S. Graphic Arts Items Drew Buyers At Buenos Aires Show

A recent Graphic Arts Exhibition held at the U.S. Trade Center in Buenos Aires was pronounced a resounding success by the participating firms.

Eight U.S. firms exhibited printing equipment especially selected for the Argentine market. Total floor sales during the exhibition amounted to $760,000.

Compugraphic Co. expressed special appreciation for the excellent promotion of the exhibit and the high level of visitors who visited their stand.

Visitors to the Exhibition included top level governmental officials, representatives of major newspapers and highest ranking officials of private companies.

Key buyers visiting the exhibition included many prospects from Argentine provinces outside Buenos Aires, and also from Montevideo in Uruguay.

THEY DIDN'T LAUGH—*When representatives of U.S. firms sat down to demonstrate their graphic arts equipment at U.S. Trade Center in Buenos Aires, potential buyers from all over Argentina and neighboring Uruguay paid close attention.*

Worldwide Business Outlook

Strong Domestic, Foreign Demand Pushes Denmark Near Full Capacity

Strong demand from both export markets and domestic sectors is currently pushing the Danish economy toward full employment, according to the U.S. Embassy in Copenhagen. Thus far, American exporters have not taken full advantage of this active market, but recent trade figures point toward improvement, probably reflecting the better competitive position of U.S. goods brought about by dollar rate adjustments.

The expansion is being accompanied by accelerating wage and price inflation. Incomes are expected to go up by 15 percent and prices by more than 10 percent in 1973.

Higher Danish export volume to growing foreign markets is being augmented by significant price gains. Danish farmers, in particular, are reaping the harvest of last year's decision to join the European Communities; their income may be boosted by as much as 50 percent this year.

However, the high Danish activity and rising prices in international markets also affect the Danes adversely. Their imports are up more than exports and they cannot expect continuation of the improvement in terms of trade from which they benefitted in 1972.

Deficit will increase

In consequence, the trade deficit will increase considerably and spark renewed deterioration of the balance of payments—which showed temporary recovery in 1972—possibly approaching the $500 million deficit of 1971.

With higher prices and taxes cutting deeply into income gains, consumer spending may grow by less than 4 percent in real terms. Public outlays will, despite concerted efforts to restrain their growth, continue to expand at a rate beyond that of overall economic growth. Business investment is now picking up fast and, with the already very high activity in home building, construction will work at full capacity this year.

Limits to production resources must be expected to brake overall growth of output at a level between 5 and 6 percent, not enough to cover aggregate demand. Hence the pressure on imports, which rose 24 percent in the first 4 months of 1973.

The very sharp upturn in business investment follows a prolonged period during which business held its reins in anticipation of the Danish decision for or against membership in the European Communities. The accumulated demand for investment was released when Denmark became a member on Jan. 1, and business is now eager to build up production capacity to meet the challenge of the expanded market for Danish goods.

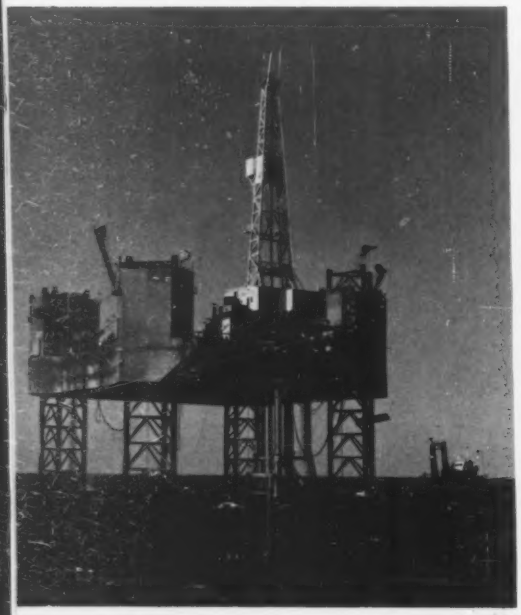
This offers unique opportunities for producers of a wide range of American industrial equipment, from production machinery for internal and external materials handling equipment to control instruments and data processing equipment. The Danish market should offer solid long-term sales prospects, which American manufacturers would do well to exploit actively.

Opportunities are particularly good now following the recent dollar depreciations, which provide American goods a greatly improved competitive position. Trade figures for the first part of 1973 indicate that American exporters are getting their share of the electrical and transport equipment markets but are lagging a little in non-electric machinery.

Selling very well

With the continued boom in construction of new homes, which is likely to continue for some time, specialty American wood products, already well established in the Danish market, are selling very well. These products should continue to have a favorable market, even considering the present abnormally high level of new construction subsidies, because of their wide application in renovation and modernization work on older dwellings.

Both textiles (manmade fiber, denim and corduroy) and garments of American origin are losing ground in the Danish market. Competition is hard with much of it provided by American subsidiary production companies abroad. It is also possible that the rather stringent processing requirements for European garments needed to acquire or preserve preferential tariff treatment in the European markets have contributed to the



NORTH SEA OIL — *This U.S. drilling platform is used by a Danish consortium to produce oil from the Dan Field.*

decline in supply of American goods for the garment industries (i.e., the so-called "rules of origin").

Danish imports of chemicals are currently increasing relatively little but American products have improved their position. This market has continuing potential and, with the overall decline last year in inventories, may pick up significantly during 1973.

Firm market hold

Although Danish fish exports to the United States still are much greater than American exports to Denmark, the latter have attained a firm hold on a specialty market. In kroner terms, Danish imports of American fish products, primarily shrimp, last year rose by 25 percent and, in the early part of 1973, by 78 percent. The American products apparently fully exploit the improved possibilities of a market where consumer interest in quality and specialized products is growing.

With the greatly improved markets for Danish cattle and meat, livestock production is expanding. This involves improved markets for American grain and feedstuffs. Danish imports of U.S. corn may reach 250,000 MT this year and at significantly higher prices than last year. Despite last year's good Danish grain crop, there will probably be a shortage of barley of 100,000 to 150,000 MT before next harvest, part of which may well be supplied by North American suppliers. Additionally, abolition of Danish mixing requirements has permitted growing imports of U.S. hard red wheat, a market which may be expected to expand.

It appears that there is a greater than average potential for increasing sales of the following items: selected fish products, grains, feedstuffs, raw tobacco, chemicals, pharmaceuticals, plastics, plywood, industrial machinery, electrical equipment, transport equipment, and instruments.

Prospects For U.S. Sales To Turkey Are Better Than For Many Years

Prospects for the export of U.S. goods and services to Turkey are better than they have been for many years. The U.S. Embassy in Ankara attributes this to Turkey's good growth rates and relative political stability, present world currency exchange levels, and increasing project aid from international lending agencies.

The somewhat unsettled political situation of the past few years and uncertainties connected with recent presidential elections and approaching parliamentary elections are having no apparent effect upon Turkey's surge of economic activity. Final figures for 1972 showed impressive results in most sectors of the economy, and data available for 1973 show that the strong economic performance is continuing.

Last year GNP in real terms rose 8.4 percent, and industrial output was up 11.9 percent. The Government has made an impressive effort to stimulate investment, especially private investment, and succeeded in raising the level 18 percent in 1972 over a year earlier.

Preliminary data indicate the level of private investment this year will exceed 1972. Moreover, as a result of strong present demand and earlier investment, it is likely that the increases in industrial production of over 10 percent reported during 1971 and 1972 will be exceeded this year.

Structural weaknesses in Turkey's balance of payments must be corrected to insure long run equilibrium. Nevertheless, the present situation is good and is expected to remain so for some time.

Following the 1970 devaluation, exports and the inflow of workers remittances improved and continue to show strong growth. Exports during the first five months of 1973 of $525 million were 40 percent above the same period in 1972 and will probably exceed $1 billion at year's end. On the other hand, imports during the first five months of 1973 increased by 34 percent over the comparable period in 1972.

Despite the improved export performance, the trade deficit is growing. However, worker remittances are running ahead of last year's record levels and will probably exceed one billion dollars in 1973, offsetting the trade deficit. Tourist receipts too are well ahead of last year's record levels. Gold and foreign exchange reserves stood at $1,843 million on July 21.

Areas of weakness

Although most indicators point to strength in the economy, inflation and high unemployment continue to elude solution. Official data show the unemployment rate to be 11.1 percent, but the actual rate is unquestionably much higher. The inability to provide jobs for a significant proportion of new entrants to the work force is also a serious problem with possible long-term political implications.

The average of consumer price increases in 11 major cities for the year ending July 1 was 16 percent higher than a year earlier. As a result of seasonal and other factors, the rate of price increase will probably approach 20 percent in 1973.

Turkey has a large and growing long-term foreign debt. At the end of December 1972, external obligations repayable in foreign exchange amounted to almost $3 billion, of which $2.3 billion was actually drawn down. Given Turkey's situation, this debt burden is manageable and is not anticipated to cause any servicing problems. In fact, Turkish exports are growing faster than projected servicing levels.

Spring drought conditions throughout Turkey depressed pro-

MADE FOR TURKEY—*This equipment manufactured by Koppers-Hardinge, York, Pa., grinds slag produced at the Black Sea Copper Works smelter at Samsun, Turkey.*

duction of most major traditional agricultural export crops, except for hazelnuts. Nevertheless, the value of agricultural exports in 1973 is expected to surpass the record 1972 level of $607 million.

Trade opportunities in Turkey range from dairy cattle to refrigerated tractor-trailer rigs, food processing equipment, tourist services and a wide variety of engineering and other consulting services. Government projects for hydro and thermo electric power, railroad modernization, and irrigation, as well as chemical, fertilizer, pulp and paper facilities are moving rapidly from the proposal to implementation stage.

U.S. gets competitive edge

That U.S. goods and services can be successful in the face of aggressive European competition is shown by recent large sales of textiles and transportation equipment. The decision of the Turkish authorities to maintain parity of the Turkish lira with the dollar during the past two years, in effect devaluing with respect to Western European currencies, has given U.S. goods and services a competitive edge.

An examination of the Third Five-Year Development Plan covering the period 1973-1977 suggests specific sales and service opportunities available in coming years. The Plan itself, and the larger 22-Year Development Strategy of which it is a part, establish long-term development goals. These are to be achieved by profound structural, social and economic changes consequent to a policy of rapid industrialization.

The Plan and the Strategy emphasize rapid growth in intermediary and capital goods industries, petrochemicals and machinery (including vehicles, ships, aircraft, and railroad locomotives), processed minerals, metals and electronics. This industrialization, and the ambitious infrastructure projects also included in the plan, will require substantial imports of goods and foreign technology in the form of managerial, engineering, and other consulting services.

Among the more significant trends of interest to the United States is the growing importance of Turkey's relationship with the European Community. Turkey is now in the initial stages of a transition period leading to creation of a full customs union with the community by 1995. Formation of the customs union is seen as a step towards more basic political objectives—full membership in the EC and full partnership in the European integration movement.

The 1970 Protocol to the Association Agreement of 1964 requires Turkey, over the next 22 years, to dismantle its tariffs against EC imports and to adopt the Community's common tariff. The lengthy transition period is designed to permit Turkey to raise its industrial output so that Turkish industries can compete on an unprotected basis with European producers.

Investment climate

Although the climate and possibilities for direct sales in the Turkish market are good, the outlook for new foreign private investment—either wholly-owned or in partnership with local firms—remains obscure.

Investment legislation is quite liberal; its administration, however, involves practices and creates conditions which cloud the foreign investment climate. To begin with, investment approval is a lengthy process involving several ministries and government agencies. Moreover, foreign investment already established and operating in Turkey continues to have problems with government controls applicable to its day-to-day operations, with interpretation of laws and regulations, and with securing work permits for non-Turkish managerial personnel.

Many problems originate with etatist-oriented or too rigid working level officials. Nevertheless, many observers believe that pro-private sector, pro-foreign investment working level officials will gradually move into positions of importance in the months following the October elections. This process may have already begun. Some foreign managers feel that they are better able to present their problems to interested officials and to arrive at solutions than was the case several years ago.

Higher Petroleum, Mining Income Improves Prospects In Venezuela

Higher income from the petroleum and iron mining industries has brightened Venezuela's economic prospects. At the same time, the expanding Venezuelan import market combined with the effects of the exchange rate realignments should offer the opportunity for U.S. producers to increase their sales.

Government revenues from petroleum and mining for the first six months of 1973 have proven to be much higher than projected in the 1973 budget, reports the U.S. Embassy in Caracas. This development, combined with continued expansion in other sectors, should offset serious deterioration in agriculture to produce a growth rate this year considerably above population growth as well as result in significant improvement in the balance of trade.

Hardly kept pace

Preliminary national account statistics for 1972 indicate that overall real growth of the economy hardly kept pace with the growth in population. The lack of growth stemmed mainly from a decline in production of the extractive industries, and a mediocre performance by agriculture, which were not sufficiently offset by the considerable expansion in manufacturing, construction and commerce. Since exports from mining and petroleum constitute over 90 percent of foreign exchange earnings, a deterioration in the trade account as well as the current account took place.

Nevertheless, a continued heavy inflow of short-term capital, due in part to an interest rate differential between Venezuela and the United States, resulted in a positive overall balance of payments which enabled Venezuela to increase foreign exchange reserves to a record high level by the end of the year.

On the negative side this year Venezuela, after having enjoyed relative price stability for the last several years, has experienced an increase in its general price index during the first three months at an annual rate of almost 9 percent, despite distinct deceleration in the growth of liquidity. Although there is probable improvement in the current account, the rate of growth of foreign exchange reserves has tapered off, no doubt reflecting a reduction in the inflow of short-term capital as a result of the increase in U.S. interest rates and private disinvestment.

Most significant decisions

The most significant government decisions affecting the Venezuelan economy thus far in 1973 have been:

- ► adoption of an ad valorem tariff system;
- ► signing of the Consensus of Lima, providing for entry into the Andean Pact;
- ► revaluation of the bolivar with respect to the dollar;
- ► increases in the tax reference values on petroleum exports;
- ► passage of the Capital Markets Law, which established a national securities commission.

Although there have been many uncertainties this year stemming from the above-mentioned developments, the presidential election campaign, international monetary developments and the world energy problem, there seems to be general optimism about the country's economic prospects, recognizing on the one hand the necessity of developing new long-term sources of petroleum and yet, on the other hand, of becoming less dependent on petroleum through diversification into non-traditional exports.

The new tariff system, which went into effect May 1, replaced the old system of specific duties, licenses and quotas with an ad valorem system based on the Brussels Tariff Nomenclature. Of the 600 items previously under license, only 40, mostly foodstuffs and auto parts, now require licenses.

The new tariff is designed to maintain the same level of protection for local industry as that accorded by the former system of import licensing. Industrial machinery and instruments usually carry a 1 percent tariff rate. While consumer goods and products made locally could be taxed as high as 500 percent, 692 items are between 100-200 percent.

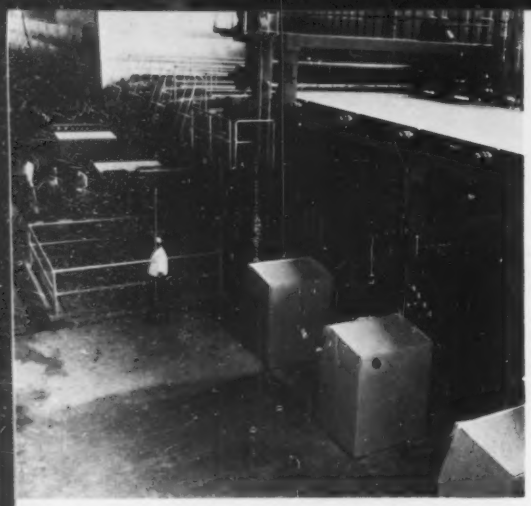
Specific duties and import licenses are still assessed on some items, however, notably on semi-finished textile products. Some difficulties have resulted from the assessment of relatively high tariffs on intermediate products which are not made locally.

The Venezuelan Government has extended tariff exonerations for intermediate products in some industries. Exonerations were granted for imports of automotive parts, which carry a tariff rate of 75 percent. Producers of pharmaceutical products, however, are still seeking such exonerations on their basic imports. The Government is continuing to consider adjustments to the tariff structure requested by local industrial and commercial concerns.

No major changes

After three months of experience, the new tariff does not appear to have resulted in any significant changes in normal sources of supply. Imports of "new and improved" consumer products — ranging from refrigerators and home entertainment equipment to automobiles—may occur with the lifting of import license requirements, but this trend will be limited by the high tariff rates and has not been measurable to date.

The most immediate source of concern to American exporters lies in the cumbersome documentation procedures implemented since May



VENEPAL PAPER PLANT—*The Beloit Corp. furnished highly specialized equipment constituting this paper machine at a big plant near Moron, Venezuela.*

1. Under the new ad valorem system, importers must make a declaration of value and provide a "definitive commercial invoice," with most documents translated into Spanish, for all imported goods. Although the Venezuelan Government has indicated that it will try to simplify these requirements in the future, U.S. exporters should make a particular effort to supply their agents and distributors with all necessary documentation.

Although the immediate trade impact of Venezuela's entry into the Andean Pact probably will be minimal, the expanded market and the industrial sector programming policy of the Pact should provide a stimulus for Venezuelan exports over the next 5 to 10 years.

The common external tariff on the Pact members and the scheduled intra-Pact tariff reductions of 10 percent per year should eventually provide local producers with a competitive advantage. Similarly, the expanded market may allow companies in the chemical, metal-products and plastics industries to more fully utilize excess plant capacity.

The industrial sector programming decisions to be taken by the Council of the Andean Pact will also play an important role in determining the rapidity of development and location of new industrial plants. Venezuela is expected to seek industrial programming for its metal products and chemical industries, for which it feels it has a competitive advantage.

As intra-Pact trade gains momentum, goods currently imported from the more developed countries will be increasingly supplanted by production from within the Pact. Foreign companies will increasingly be required to weigh the benefits of investing in Pact countries.

The Venezuelan import market has grown at an annual rate of approximately 9 percent over the last several years.

Recent market research has indicated that imports of computers and peripheral equipment, materials handling equipment, hospital/medical equipment, and some types of metalworking machinery can be expected to increase at an average rate of between 15 percent and 20 percent per year.

Imports of construction machinery and electric-power generating equipment should also expand rapidly over the second half of 1973 and early 1974 due to construction plans of the Venezuelan Government.

Potentially buoyant factor

The most potentially buoyant factor in the import market undoubtedly lies in the numerous major industrial projects being contemplated for the so-called "poles of development," Ciudad Guayana in the East and El Tablazo in the West. Attracted by the availability of natural gas, iron ore, and cheap electric power, many foreign companies have proposed the establishment of export projects to furnish their home plants with imports of ammonia, urea, aluminum, glass or iron ore briquettes.

These projects are in keeping with the goal of the Venezuelan Government to expand non-traditional exports and should provide both investment and export opportunities (particularly for materials handling equipment) for U.S. companies. Projects contemplated for the Ciudad Guayana are would-be joint ventures with the Corporacion Venezolana de Guayana, the autonomous government development agency for the area. Already proposed for this area are a 150,000 metric ton/year aluminum plant (being negotiated by a Japanese firm), a 30,000 MT/year ferro alloy plant, an iron ore briquetting plant with an initial capacity of 400,000 MT/year, an ammonia plant with an annual capacity of 300,000 MT and a 120,000 MT/year float glass plant.

The Venezuelan Government has also received proposals for establishing sizable plants in the Puerto La Cruz area for production of methanol, ammonia, or urea. However, the rapid expansion of the El Tablazo and Moron petrochemical complexes perhaps provides the greatest potential for U.S. investment and exports. While the basic infrastructure of the El Tablazo complex is nearing completion, there remain opportunities for U.S. firms to participate in the initial development of Venezuela's petrochemical industry.

In the petroleum sector the most likely opportunity for U.S. sales and service may be found in the 600 million cu. ft/day liquefied natural gas plant planned for construction at Punta de Palmas by the Venezuelan Petroleum Corp. (CVP). In addition to the $250 million liquefaction plant, the project includes construction of three cryogenic tankers costing approximately $80 million each.

Another large project under consideration by CVP is a 120,000 b/d oil refinery to be built near Puerto la Cruz.

Since the agricultural sector is a current source of concern to the Government, it is likely to receive substantial new government-supported investment and subsidized credits over the next 2 to 3 years. Purchases of agricultural machinery—particularly irrigation equipment, silos, and tractors—should rise as a result.

Government Acts To Lift Uruguay From Stagnation Of Two Decades

The Government of Uruguay is preparing a series of economic reforms designed to lift Uruguay from the stagnation of two decades and to capitalize on world price increases for the prime commodities produced there—beef, hides, and wool.

The focus of these policies appears to be to back up the 1973-1977 development plan with action programs, reports the U.S. Embassy in Montevideo. While only the barest outlines of the new policies have been made public, they include reform of the import/export regime, incentives for foreign and domestic private investment, export promotion, development of a fisheries industry, implementation of public works including a new hydroelectric dam, and reform of the social security system.

Economic actions recently taken include a labor decree limiting the right to strike, a move which so far has brought labor tranquility to the country after several years of unrest.

What will be the effect?

It is too soon to say what effect the new policies will have on the economy. It is a common belief, however, that proper management of Uruguay's large agricultural potential would restore Uruguay to the ranks of the more prosperous nations of the world.

While record exports have been registered so far this year, bringing both a trade and balance of payments surplus, this phenomenon has been a function of world commodity inflation; volume increases have been minor except in the relatively unimportant sector of non-traditional products.

In addition to export performance, strong favorable factors include a central budget approximately in balance and the promise of the above-mentioned economic policy reforms. Negative factors include rapid inflation, which should moderate in 1974, and crop failures.

Considering all factors, there is reason for optimism that Uruguay may at long last resume economic growth. The system of income distribution within the country ensures that general prosperity would be enjoyed by all citizens.

World price developments have provided a substantial surplus in trade so far this year. As of Aug. 10, exports totalled U.S.$208.1 million and imports $136.7 million, leaving a favorable balance of $71.4 million.

Adding reserves

While the Central Bank added $58 million to its reserves through June from trade and capital transactions, the actual balance of payments surplus is estimated at $20 million. Foreign exchange balances (excluding gold) are probably in the neighborhood of $100 million. At free market prices, the 4 million ounces of gold held by the Central Bank is worth more than $400 million.

A seasonal decline in beef and wool exports may reduce the trade surplus to around $50 million for the year.

Red tape has suffocated both imports and exports, even where the economy of Uruguay would be most benefited. The extreme case is in spare parts, which require the same time-consuming process of quotas, licenses, consular invoices, etc., despite the often urgent necessity to maintain vital industrial machinery.

On the other hand, the exporter must process his transaction through as many as 13 government and banking offices each requiring its own documentation. The system frustrates the small exporter and in the aggregate probably does considerable harm to the economy.

Reforms are now promised. For imports, the Central Bank plans to guarantee priority industries sufficient imports to cover requirements. Those industries, for example, will receive quotas based on volumes rather than monetary values, isolating them from fluctuations in world prices. On the export side reforms will be more extensive, perhaps resulting in a single document for transactions.

Key bottleneck

Import scarcity is probably the key bottleneck to increased economic growth in Uruguay. Local industry is dependent on imports of raw materials and capital goods and the government's plan to expand export industries will require machinery and industrial chemicals for the agricultural sector and for industries such as leather processing, meat packing, fisheries, wool processing, marble and granite quarrying, and possibly mining.

To satisfy these requirements, imports should grow within a few years to the $450 million range, provided that exports increase sufficiently to finance that level of purchases.

In addition to these regular imports, a government development program backed by international financing will probably provide special sales opportunities over the next few years.

Barring unforeseen obstacles, work should begin next year on two large hydroelectric facilities. The larger is Salto Grande, which will span the Rio Uruguay, the boundary with Argentina. This $500 million binational project is primarily designed for Argentine power requirements and is being financed by the Inter-American Development Bank. Construction and equipment bids are scheduled to be opened in October, and it is hoped that work can begin by January/February 1974 to take

advantage of seasonal low water in the river.

The second project is the Palmar Dam, on the Rio Negro downstream from the two existing dams. A consulting firm, SOFRELEC, has been selected, and it is hoped that specifications can be prepared for bidding by March 1974. International financing has not been obtained as yet for this $150 million project.

Other development projects include improvement of the port of Montevideo, construction of a petroleum tank farm and possible construction of a petroleum buoy and pipe line, all financed by the IDB. The World Bank is continuing a livestock improvement project and two international bridges over the Rio Uruguay are under construction.

A large hotel and recreational project near the airport of Montevideo has been submitted for bids by the government, and Holiday Inn has presented a proposal. The tourism industry, which provides some $45 million in foreign exchange, may receive increased attention.

Good chance for bidders

The improved competitive position of the United States in providing heavy equipment such as hydroelectric turbine systems should give U.S. bidders a good chance on the Salto Grande and Palmar projects.

Imports generally will increase, particularly in sectors where American products are in demand — industrial and agricultural chemicals, capital goods, and spare parts. Payments for current imports should continue to be made when due and requirements for 180-day and longer credits may ease over time.

The fishing and leather processing industries, both for export, are the best prospects for foreign investment. New and improved tourist facilities may provide both trade and investment opportunities.

Stern Measures Needed To Turn Surinam Around

Business conditions in Surinam slumped early this year as the result of a 76-day strike by government workers.

The cost of living has increased and the government's budgeted deficit is expected to increase sharply in 1973.

The balance of payments of Surinam remains favorable, reports the U.S. Embassy in Paramaribo. This is due to increased bauxite industry, banana and shrimp exports, a continued influx of development aid from UN and European sources, and continued remittances from Surinamers residing in Holland.

As a result of improving sales opportunities and expanding usage of aluminum, Surinam in 1972 increased its exports of alumina and aluminum substantially above 1971 levels, thereby improving its exchange earnings and balance of trade. Reynolds Metal Corp. continues exploration for bauxite in Western Surinam, while Suralco is proceeding with long-range plans to import bauxite from French Guiana for processing into alumina in Surinam.

Interest in the Surinamese shrimp industry by the Japanese and West Germans has resulted in the formation of two shrimping firms.

Interest by Weyerhauser in a pulp mill in Surinam has waned, but the company is continuing its experiments with chips for production of chip board.

To deal with the ever-rising cost of living and to stabilize prices the Government in 1972 set up a Central Import Board of Surinam (CIS — Centraal Inkoop Bureau Suriname), which acts as the sole importer for pickled and smoked herring, cod (fresh) and coconut oil.

Effective March 28, the Government published a new list of items the importation of which is either prohibited or restricted.

The outlook for local business in 1973 is not good. As of May, local businessmen reported business off from 40 percent to 50 percent.

The government has prohibited certain imports and imposed import quota systems on other items by reserving certain imports for the CIS (which is supposed to sell at cost, but apparently cannot control middleman markup), or by increasing duties on "luxury" imports.

Recent pay increases granted government workers range from 20 percent for the lowest-paid to 1.5 percent for the higher-salaried groups, with very limited additional economic base from which to generate more revenues. As a result, the budgeted government deficit is expected to grow from Sf.34 million ($19.2 million) in 1972 to Sf.47 million ($26.5 million) this year.

Want more U.S. business

Surinam devalued its currency on Feb. 19 to maintain parity with the dollar. The United States will definitely benefit from the devaluation of the Surinam guilder. Items imported from EEC countries and Japan have become more expensive and it is expected that local businessmen will now want to do more business with firms in the United States.

American businessmen must, however, go after the market to make sales. Most American businessmen with whom the Consulate General has contact have found their efforts rewarded with significantly increased sales in this small but, at the same time, relatively rich market.

The U.S. share of the market remains at 35 percent and thus the United States keeps its position as Surinam's primary supplier, followed by the Netherlands with 32 percent.

Preferential Treatment, Revaluations Give U.S. New Edge In Mauritius

The island country of Mauritius, situated in the Indian Ocean a thousand miles from East Africa, has extended preferential tariff treatment to U.S.-made goods. Duties have been lowered from 30 percent to 10 percent (or lower) on most consumer goods, durables, and machinery.

For the first time, according to the American Embassy in Port Louis, U.S. products will have a competitive edge over heretofore popular European and Japanese manufactured items. The dollar depreciation, combined with these preferential tariffs, and revaluation of European and Japanese currencies, has improved the U.S. trade position by as much as 50 percent in some cases.

An excellent reputation for U.S. products in Mauritius has been developed by Caterpillar, Trane, Carrier and others. Mauritian firms have for years preferred to purchase these more expensive but high quality U.S. products in lieu of non-U.S. manufactured items. With its highly developed sugar industry, and a relatively large portion of the population in the monetary economy as consumers, the country offers a small but vigorous market to these and other much-admired U.S. goods.

Expansion spurs demand

Mauritius is experiencing a boom where tourism and light industry now co-exist with the 300-year-old sugar industry. Pleasant living, in a sophisticated atmosphere, entices tourists from Europe and Africa, while political stability, Common Market connections (Mauritius is the first Commonwealth country to be granted Associate Status), and low wages have attracted numerous manufacturers of textiles, electrical components, and other labor intensive goods. An Export Processing Zone has been set up to provide incentives to attract manufacturers.

In the package of advantages, benefits, and facilities, investors in Mauritius are finding:

► Exemption from import and excise duties on raw materials and capital goods.

► Corporate income tax holidays from five to ten years.

► Loans at preferential rates.

► Utilities at preferential rates.

► Provision of reinforced factory space for rent.

► Exemption from tax on profits if reinvested in Mauritius.

► Investment guarantee and political risk insurance with the Overseas Private Investment Corporation (OPIC) for certain investment projects.

With the current success of the Export Processing Zone, there is talk of a "Free Zone" to follow, and construction of a larger, more modern airport is about to begin. Meanwhile, the comparatively high standard of living, spurred by industrial activity, has been complemented by a tremendous increase in construction. Demand for consumer durables from television sets to automobiles is rivaled by the need for iron ingots, cement, lumber and other building materials.

Sugar machinery needed

As Mauritian labor moves toward the industrial and tourist sectors, sugar producers are actively looking toward mechanization of harvesting. Concurrently, the island's 21 sugar refineries are going through their second retooling since the end of World War II. Several will merge and expand, and nearly all will require the latest sugar milling equipment.

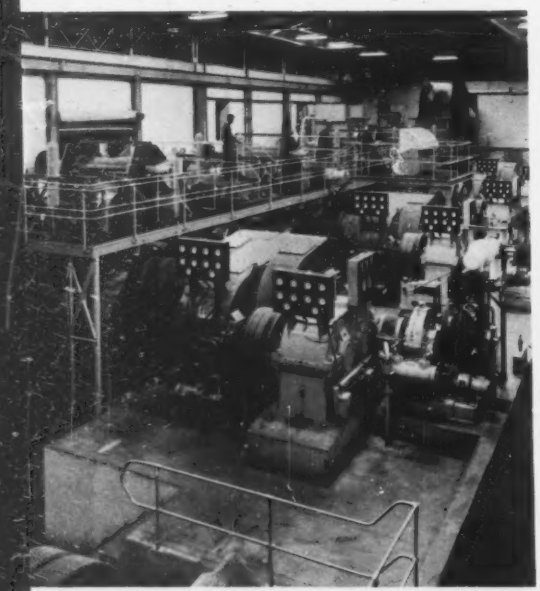
Encouraged by high sugar prices on the world market and recommendations by the consulting firm McKinsey & Co., the sugar industry plans overall investment, including diversification, of $60-$80

PORT LOUIS, MAURITIUS — *Further development, including dredging and land reclamation, is under way here, the chief port and capital city of this Indian Ocean island nation. U.S. goods have been granted preferential tariff treatment.*

million in the course of the next seven or eight years.

In the 18th and 19th century, Mauritius was a favored stop for Yankee Clipper ships. Today, unfortunately, there is no direct shipping from the United States to Mauritius, although there is one ship a month in the opposite direction. There are reports of interest in a two-way link by one U.S. line. Local importers feel that a link is inevitable as industrial and consumer demand for bargain U.S. goods increases. A look at a world map will show that southern U.S. ports are no more distant than many European ports currently doing a thriving business with Mauritius.

The Mauritian business community, an interesting conglomeration of Europeans and Orientals, all of whom speak English, has for four centuries tied its trade to Europe. While Mauritian businessmen say breaking such ties in favor of U.S. suppliers will be difficult and expensive, they agree that the strongest marketing factor is price; and competitive price for many U.S. manufactured goods is something that has now arrived in Mauritius.



MAURITIUS MODERNIZES—*Retooling expenditures of $60-$80 million are planned for the nation's 21 sugar refineries. The interior of one of them is pictured.*

Haiti Is Beginning To Make Progress; Building Plans May Interest Suppliers

The economy of Haiti is gradually showing improvement. The U.S. Embassy in Port-au-Prince reports that, although the market is small (approximately $70 million total imports annually), upcoming loan-financed public works projects will provide opportunities for U.S. sales of machinery, equipment and services.

The dynamic sectors of the Haitian economy are tourism, construction, and manufacturing, with 1972 growth rates of 50, 21, and 9 percent, respectively. Construction activity is in large part a derivative of expansion in the tourism and manufacturing sectors, as well as a reaction to a deficit in residential housing. Tourist arrivals continue to recover strongly from the depressed levels of the 1960's, with cruise ship passengers representing most of the increase in 1972.

Light assembly industries, one of the most promising areas for sustained growth, continue to attract U.S. participation with possibilities for labor cost savings and relatively low transportation costs to U.S. east coast ports. Sewing and electronic assembly industries are most popular, following the pattern of "border" and "offshore" manufacturing in other areas.

Merchandise exports in 1972, though helped by a 23 percent increase in exports of manufactured goods to the United States, declined by more than 9 percent, reflecting primarily declines in coffee and cacao exports and closing of the Sedren copper mine in 1971. In spite of the deterioration in Haiti's trade balance, international reserves increased by over 100 percent, to $20.4 million, reflecting increased tourism receipts and capital transfers.

Conservative public sector financial management also resulted in a small budget surplus in FY 1972, enabling the Haitian Government to reduce its foreign debt. The budget surplus was a result of tight spending controls rather than outstanding revenue performance. Revenues increased by about 6 percent compared to FY 1971's 17 percent growth, while expenditures increased by only 1 percent.

The Haitian money supply increased by about 28 percent in FY 1972, a result of adding commercial bank deposits in the expanding banking sector. Two more foreign banks have appeared on the scene. The Bank of Nova Scotia opened a branch in 1972, and the First National Bank of Boston is building a facility to be opened in late 1973.

Problems with agriculture

Haiti's agricultural sector, by far its largest in terms of size (49 percent of total GDP) and employment, performed poorly in 1972 and the first half of 1973, the latter period probably representing a decline in total agricultural production. Agriculture is characterized by both acute temporary problems and chronic long-term weaknesses.

Specifically, drought conditions combined with a failure of part of the Artibonite Valley irrigation system resulted in the loss of virtually an entire rice crop in 1972-73. Rice production fell dramatically, necessitating unprecedented imports of this staple commodity.

More normal rainfall and repair of the damaged irrigation lock promise a much better rice crop this year, but coffee, Haiti's primary export, suffers from structural inefficiencies including poor yields resulting from primitive techniques, poor transportation facilities, lack of grading capability, a primitive marketing network, and high taxation which results in a very low return to the producer.

Inflation has become an acute problem in Haiti after decades of

historically stable prices. The most serious pressures are on food and housing costs. The cost-of-living index for Port-au-Prince, which is weighted toward lower income groups, rose only 3.5 percent in 1972 but accelerated to an unprecedented 14.9 percent during the first six months of FY 1973.

Moderation in the rate of increase of the food index can be expected when the new rice crop is brought to market in the fall, and as government price controls established in the second quarter take effect; but inflation has become a fact of life in Haiti, and will continue at higher than historically "normal" rates.

Prospects appear good for sustained aggregate economic growth at levels approximating those of recent years, i.e., 5 to 6 percent in real terms. This is somewhat short of the ambitious goal of 7.7 percent over the period of the 1972-76 Five-Year Plan, but that plan envisions some $290 million in public and private investment over the period, a goal not likely to be reached.

Growth could accelerate

Growth rates could accelerate in FY 1974 and beyond when substantial amounts of foreign concessionary loan funds may start to flow into port expansion and highway construction. Manufacturing and tourism will probably continue to lead the private sector economy, and construction shows no signs of slowing.

There are several factors, however, which will tend to preclude higher growth rates. These include a less promising outlook in the balance of payments situation and in the government and agricultural sectors of the economy.

The devaluation of the Haitian gourde in line with the dollar has resulted in higher prices for imports, while rapidly increasing world prices for food and other basic commodities such as petroleum will probably result in a large increase in the dollar volume of imports during the current year.

Coffee sales may well decline in terms of physical volume, although higher prices will offset this to some degree. Sugar exports also probably will decline as a larger proportion of production is consumed domestically. An increasing volume of light industrial products will contribute to what will probably be a small increase in total exports.

The acute shortage of some food commodities in the first half of 1973 prompted action by the Haitian Government to mitigate the resulting sharp increases in food prices. Among these actions was removal of import duties from many imported food commodities, which could have a serious effect on government revenues in FY 1973. This and the loss of some export tax revenues for sugar, and possibly coffee, will make a balanced budget difficult despite rigid controls on spending.

There is room for further growth in tourism, but probably at considerably lower rates than the impressive increases recorded in 1971-72.

Haiti is a capital-poor country, and a necessary condition for sustained growth is a continuing and increasing flow of foreign private investment. Foreign investment is officially welcomed in almost all sectors, and tax incentives are offered for investment in new industries, export industries, and tourist facilities. The U.S. Overseas Private Investment Corporation offers investment insurance in Haiti, and some 11 companies currently hold OPIC policies.

As mentioned earlier, a number of large construction jobs are planned that improve prospects for U.S. exports to Haiti. Port expansion and road construction projects are the most important possibilities. Successful U.S. bids on these projects could help reverse the decline in the U.S. share of Haitian imports experienced over recent years, as will the dollar devaluations, making U.S. goods more competitive with European and Japanese products. Consumer goods as well as machinery and equipment should benefit from the currency realignments.

HAITIAN POWER PLANT—*This diesel-powered electric generating plant is located at Gonaives, on Haiti's west coast.*

The lack of infrastructure in the Haitian economy tends to limit private investment opportunities to only a few sectors.

Investment opportunities in tourism are likely to center around the Port-au-Prince and Cape Haitien areas.

Light manufacturing in Haiti is growing steadily in response to tax incentives and low labor costs. Further opportunities exist for investment in labor-intensive assembly of a wide variety of products.

Interest in wider ranging development projects involving tourist, industrial, and free-port development continues in spite of some recent problems experienced by U.S. investors in Haiti.

The closing of a plasmapheresis center, a government suit to cancel a development project contract, and cancellation of a contract granting permission to build and operate an oilseed crushing facility — all occurring in recent months — may be viewed as isolated cases involving specific investment projects rather than a change in government policy toward private investment in general.

World Trade Actions

Guyana Adopts New Customs Tariff; ANCOM Drafts Petrochemical Policy

Guyana: The Government of Guyana has adopted a new customs tariff following the Brussels Tariff Nomenclature (BTN) system of commodity classification. The rate structure appears to conform in most respects to the Common External Tariff (CET) of the Caribbean Common Market recently issued by the Caribbean Community Secretariat (see *Commerce Today*, Aug. 6, page 37).

The tariff, which was published in the *Official Gazette* of July 31, has two columns of duty rates—General duties, which apply to non-Commonwealth countries such as the United States, and Preferential duties, which apply to British Commonwealth nations. The margins of preferences are usually 10 percent, but reach as high as 20 percent on luxury items. Most of the duties are *ad valorem* rates based on the c.i.f. value. A few, however, are specific duties based on the weight, quantity or volume of the goods.

Generally, the new duties run as follows: most raw materials, chemicals and items of necessity—duty-free or 5, 8, 10, 12 and 15 percent; most machinery—7½ percent, but some items are higher; most metal products—between 10 and 22 percent; scientific instruments and metal goods—either duty-free or 10 percent; many consumer items —20 up to 45 percent; electrical appliances—25, 30 and 35 percent; articles of clothing, record players, made-up articles of textiles, household goods, paper products, carpets, wood products, watches, plaiting materials and fireworks—45 percent and 55 percent; luxury goods such as articles of leather, perfumes, cosmetics and toilet preparations and articles of personal adornment, outer garments, underwear and some household articles—63, 70 and 73 percent.

Sizable duty reductions were made on some of the leading imports from the United States, such as: wheat, sodium hydroxide (caustic soda), certain inorganic compounds, and chemical elements, certain air conditioning equipment, scientific apparatus, paints, medical products, elastic fabrics and certain automobiles.

However, sizable duty increases were also imposed on numerous other products which Guyana imports in significant amounts from the United States: diesel engine parts, cooperage goods, metal containers for liquids and gases; aircraft engines; semi-diesel and diesel engines for watercraft; complete pumps and pump parts; synthetic and mixed fabrics; parts for non-electric machinery, n.e.s.; cloth bags other than of jute, and welded steel fittings.

The new Guyana import duty rates on specific products are available from the Latin America Division, Room 2321, Office of International Marketing, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Andean Common Market: The Andean Common Market (ANCOM) Secretariat's 1973 Work Program (see *Commerce Today*, Sept. 3), includes a new proposal for the petrochemical industry. The program proposal specifies the products to be assigned to individual countries for production. Products to be assigned include the majority of petrochemical intermediates, final products which require a scale of production beyond the demand of any one country, and those which are essential to the economy of allocated production complexes.

The Secretariat has projected ANCOM demand for each of the products for 1980 and 1985. The resulting annual growth rates for specific industries are as follows: 12 percent to 15 percent for plastics, 10 percent to 13 percent for synthetic fibers, and 8 percent for synthetic rubber. Total resource reserves are estimated at 22 billion barrels of crude and 50,000 billion cubic feet of natural gas. A final program proposal is expected by late 1973 or early 1974. Basic chemicals which require very large scale production and non-Andean export markets for efficient operation are not to be assigned under the program proposal. Products already widely produced in the ANCOM will not be allocated.

The draft proposal lists the following products for allocation: **plastics and resins:** polyethylene, polypropylene, ABS, SAN and epoxy resins, vinyl chloride monomer, ethylene dichloride (EDC) styrene, methyl methacrilate, vinyl acetate monomer, and propylenglycol ethers; **synthetic fibers:** acrylic staple and tow, epsilon-caprolactam, terephtalic acid and DMT, and acrilonitrile and polymer; **synthetic rubbers:** styrene-butaciene rubber, polybutadiene rubber and carbon black. Other products tentatively considered suitable for allocation include: other methacrylate ethers, polyvinyl alcohol, polyvinyl butiral, toluene di-isocyante, poly-isoprene rubber, SBR latex, chlorinated solvents, phenol, melamine, xantates, propylene glycol ethers, methyl ethyl cetone, methyl isobutyl cetone and isoprene. The full text of the draft proposal, in Spanish, is available (on a ten-day loan basis) from the U.S. Department of Commerce, Office of International Marketing, Latin America Division, Room 2321, Washington, D.C. 20230.

Bahamas: The Bahamas has become a member of the International Monetary Fund and the International Bank for Reconstruction and Development. Its quota in the Fund is equivalent to 20 million special drawing rights.

International Business Reports

The Times of the Americas; The Peruvian Times; Latin America; Vision. Individually published, but distributed in U.S. by The Latin American Service.

A Washington-based news syndicate that uses these publications in preparing its material recommends them to U.S. businessmen and will now assist with subscriptions. The first is a weekly English-language tabloid newspaper published in Washington with coverage of business, academic and travel matters—$8 per year. The second is a weekly magazine out of Lima in English, specializing in Peruvian and Andean Common Market developments — $20 per year. Latin America is a weekly airmail newsletter from London with strong commodity coverage—$65 per year. Vision, the biweekly news magazine edited in Mexico City, is a major news organ in Spanish with distribution throughout Latin America—$15 per year.

Write: The Latin American Service, 327 Colorado Bldg., Washington, D.C. 20005.

Bottin Europe 1973. 2,000 pp. $50. Bottin International 1973. 2,700 pp. $50. Both are published yearly in French with indexes in English and four other langguages.

The first publication is a guide for businessmen and travelers in Europe. It contains 160,000 addresses of European manufacturers and traders in 30 countries plus information (maps, addresses, etc.) on more than 600 large European cities.

The second, an international business register, contains 250,000 addresses of manufacturers, producers and exporters throughout the world, classified by trades, plus service organizations classified by location.

Write: International Publications Service, 114 East 32nd St., New York, N.Y. 10016.

Yearbook of the American Bureau of Metal Statistics. June 1973. 152pp. $8.

This 52nd annual edition records for 1972 and prior years, mine production, smelter production, consumption, imports and exports and other economic statistics on a world-wide basis. Copper, lead, zinc, nickel, aluminum, bauxite, gold, silver, tin, antimony, cadmium, cobalt, magnesium, molybdenum, platinum and sundry ores and metals are reported on.

In addition, the book includes introductory texts on the major nonferrous metals, reviewing the events of 1972; tables of metal prices, monthly and annual; lists of metallurgical plants and their capacities; U.S. duties on principal ore and metal imports; plus other data, including tables of production statistics by individual companies, both domestic and foreign.

Write: American Bureau of Metal Statistics, 50 Broadway, New York, N.Y. 10004.

Calendar For World Traders

Oct. 2 — New York—FCIB luncheon and conference on international finance, credit and exchange, Summit Hotel, noon.

Oct. 2-3 — Ann Arbor, Mich. — Seminar on exporting through agents and distributors, Weber's Inn. Sponsors: Inst. for International Commerce, U. of Michigan and Detroit District Office.

Oct. 3 — Chicago — International Trade Club seminar on techniques of exporting, LaSalle Bank Bldg., 9 a.m.-5 p.m.

Oct. 3—Little Rock—International Trade Day at the Arkansas State Fair. Host: Gov. Dale Bumpers.

Oct. 3-5 — Savannah — Eighth annual Georgia Foreign Trade Conference, DeSoto Hilton Hotel. Sponsors: Georgia Ports Authority, Propeller Club, REEC, Commerce District Office.

Oct. 4—New York—International Industrial Marketing Club luncheon, Chemists Club, 11:45 a.m. Subj: Effect of Dollar Devaluation on Trade.

Oct. 10 — Chicago — International Trade Club seminar on techniques of exporting, LaSalle Bank Bldg., 9 a.m.-5 p.m.

Oct. 10 — Des Moines, Iowa — All-Iowa Export Trade Seminar, Ramada Inn. Sponsors: Drake U., Iowa REEC, World Trade Club of Central Iowa.

Oct. 10 — New York — FCIB Publishers Export Credit Group luncheon meeting, Advertising Club, 1 p.m.

Oct. 10-12 — Williamsburg, Va. — 25th Annual Virginia World Trade Conference, Williamsburg Lodge & Conference Center.

Oct. 11 — Chicago — Joint meeting of Overseas Automotive Club and International Trade Club, Regency Hyatt House, O'Hare Airport, noon.

Oct. 11 — Cleveland—World Trade luncheon, Mid-Day Club. Sponsor: World Trade Assn.

Oct. 11-12 — New York — AMA briefing session on Indonesia, AMA Headquarters.

Oct. 15-19 — Schenectady, N.Y. — Union College. Institute on the Future of American Corporations in the EEC.

Oct. 18 — New York—FCIB Drug, Chemical & Food Export Club luncheon meeting. Advertising Club, 12:15.

Oct. 24-26 — New York — AMA Orientation Seminar on foreign operations under OFDI regulations, AMA Headquarters.

Oct. 25-Nov. 2—Greenville, S.C.— Textile Machinery Exhibition — International '73, Thunderbird Motor Inn. Sponsor: American Textile Machinery Assn.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

Telecommunications Equipment Trade Mission to Belgium and the Netherlands. Nov. 5-15. Products within this category include equipment for data communications, radio, telephone, television, and telegraph/teletype/facsimile. The market for telecommunications equipment is viable and growing. With competitive pricing and more aggressive marketing, U.S. manufacturers have outstanding prospects for expanded trade in both countries. Call Larry Cozart, 202-967-2973 or 3741.

Advanced Technology. Milan Trade Center. November 6-10. Featured will be lasers, electro-optics and advanced thermal measurement equipment. The U.S. share in this market is already high and demand is rapidly growing. The show will be promoted to a wide audience including industrial and military research facilities as well as laboratories in hospitals, universities and state research institutes. Call Robert Wallace, 202-967-3822.

SIMO (International Office Equipment Fair). Madrid. Nov. 9-18. SIMO is the leading Spanish fair for business and data processing equipment held annually in November. The 1973 event will be the 13th in the series. This fair should afford U.S. firms an excellent opportunity for market exposure to end users as well as prospective agent-distributors in the flourishing Spanish market. Call Ann Corro, 202-967-3958.

Executive-Level Trade Mission to the USSR. Nov. 10-21. A mission composed of senior executives representing firms in eight distinct segments of U.S.-Soviet matched industries — pollution control, airport safety, petroleum, telecommunications, agricultural machinery, medical/dental, minicomputers, and printing equipment — is designed to promote direct contact with senior officials in the USSR. The executive-level trade mission will be led by a U.S. Government official of sub-cabinet rank. Unlike other trade missions, the executive level trade mission, horizontal in nature, is composed of eight to ten members representing their own firms as well as their respective industries. Consequently, information obtained during the mission which is not proprietary, will be disseminated by the U.S. Department of Commerce. Call A. Hertzberg, 202-967-2801.

Petrochemicals — Technology & Equipment. Bucharest. Nov. 12-16. Romania plans to develop new petrochemical complexes and to modernize present ones. Its 5-10 year plans include major emphasis in this sector. This exhibition will concentrate on new technologies, equipment, design and construction, and production control systems. Call Paul M. Terlizzi, 202-967-5164.

Catalog Exhibition. Industrial Process Control Equipment. Manchester, England. Nov. 12-16. British steel, chemicals and petroleum refining industries are presently programming modernization and expansion of up to $15 billion over the next decade. A substantial portion of this is expected to go for imports. Call Robert E. Peterson, 202-967-3973.

Instrumentation for Pollution Control. Sydney Trade Center. November 12-16. This promotion is to assist U.S. manufacturers increase their share of this rapidly developing market. Government action in Australia is moving beyond the point of creating awareness that there is a pollution problem to enforcement of standards. Definite sales opportunities exist. To participate, cable your Australian agent requesting they contact the U.S. Trade Center in Sydney, or call E. Marvin Belden, 202-967-5752.

Industrial and Scientific Instruments, and EDP and Business Machines including Reprographics. TECHSPO '73, Bangkok. Nov. 26-30. These two categories of products are important to the continued growth of Thai business, commerce and industry. Participants will have an opportunity to participate in technical symposia in their respective fields. Call Bruce Sever, 202-967-5546.

Packaging Machinery and Equipment Exhibition. U.S. Trade Center, Mexico City. Nov. 26-30. U.S. packaging equipment is regarded in Mexico as among the best available anywhere. Increasing emphasis on modern merchandising and the Mexican Government's plans to stimulate almost all industries using packaging add up to a great sales opportunity for U.S. suppliers. Call Porter Clary, 202-967-5040.

Systems '73. Munich. Nov. 27-30. Europe's most important computer exhibition will promote the latest EDP hardware, software, and accessories to key end-users in a 24-country marketing area. Demand in West European countries is projected to reach $4 billion in 1974. Ambitious national programs to sharply increase computer installations throughout Eastern Europe promise growing sales opportunities. Call John Wolf, 202-967-4941.

Micrographic and Document Handling Systems Exhibit. Paris Trade Center. Dec. 3-7. Annual French micrographics purchases are expected to reach $16.5 million by 1976, a substantial rise of 74 percent over 1972. American firms presently lead in supplying the market and this edge should increase as French companies turn to more advanced information handling systems. Call William S. Gaines, 202-967-4414.

Communications Equipment and Services for School and Business Trade Mission to Nigeria and Zambia. Dec. 3-14. Rapid growth in crude oil production in Nigeria and copper sales earnings in Zambia are making more foreign exchange available for government spending on priority improvements to infrastructure, especially communications, and for education. Call Edward Wason, 202-967-4918.

Microcircuits, Design Test and Production Equipment. Frankfurt Trade Center. Dec. 10-14. This exhibition is planned to help U.S. firms enter and compete in this expanding, competitive market. U.S. lead time is getting shorter every year. Call Don Schmadel, 202-967-2177.

Scientific Instrumentation Exhibition/Symposium. American University of Beirut. Dec. 11-14. This event will be conducted by the Lebanese Association for the Advancement of Science. Commerce has reserved space for 12 firms to participate. This will be an unparalleled opportunity for manufacturers of scientific instrumentation to have exposure to buyers and end-users of this equipment in the rich Middle East. Emphasis will be in the medical and environmental research fields. Call William A. Ducker, 202-967-5768.

Communications Equipment and Services Trade Mission. Singapore, Philippines, Taiwan. Jan. 7-19, 1974. Products within this category include equipment and components or services involved in radio, television, telephone, and telegraph systems, intercommunication systems, electric alarm and signal devices, electronic navigational aids, electronic search and detection apparatus, and microwave and mobile telephone systems. Call Larry Cozart, 202-967-3741 or 4918.

Textile Machinery and Equipment Trade Mission to India and Pakistan. Jan. 7-25, 1974. U.S. machinery and equipment have become increasingly competitive in this area of the world, especially in view of a relaxation by India of its highly restrictive import policy. Existing mills are being authorized to import additional loomage and spindleage. Soft credit for

textile imports exists through possible Eximbank financing and IBRD, IDA and ADB loans. Call Herb Socks, 202-967-3846.

Children's and Junior's Apparel (JEEP). Milan Trade Center. Jan. 9-11, 1974. This specialized exhibition, limited to only 8 U.S. firms, is designed to introduce children's clothing manufacturers to a burgeoning Italian market traditionally served by an apparel industry fragmented among thousands of small artisan type establishments. The high cost of production has resulted in much higher-priced apparel. U.S. apparel, due to its lower cost because of the recent currency revaluations and its minimal care characteristics, has become an item of increased buyer interest. Call Noel Negretti, 202- 967-2434.

Air Traffic Control and Airport Communications Technical Sales Seminar to Africa and Greece—Algiers, Casablanca and Athens. Jan. 11-24, 1974. Planned new airport development and expansion will create need for ATC and airport communications equipment and services in these three regions. Seminar plans call for technical presentations to a select audience and private business appointments. Call Wyn Coates, 202-967-4304.

U.S. Metalworking Machinery and Equipment (JEEP). Singapore Trade Center. Jan. 14-16, 1974. The Singapore market for metalworking machinery is growing rapidly as Singapore industrializes. With revaluation of the U.S. dollar and Singapore's emphasis on capital intensive industrialization, demand for U.S. metalworking machinery is expected to be strong in 1974. This specialized exhibition is limited to 8 new-to-market U.S. participants and is designed to put them in contact with potential representatives that can handle sales on a continuing basis. Call Joseph Payne, 202-967-5545.

Computers, Peripherals, Data Transmission and Related Equipment. Paris Trade Center. Jan. 14-18, 1974. France now has the fastest growing economy in Western Europe. As a result of rapid business expansion and increasing labor shortages, management is seeking to make data handling operations more efficient. More than $7 billion is expected to be spent on EDP systems and equipment between 1972 and 1977; imports will supply around $2.5 billion of this amount. American firms now have and should maintain a strong lead in the import market. Call Andre Williams, 202-967-3749.

Modern Merchandising. Stockholm Trade Center. Jan. 14-18, 1974. This exhibition will afford U.S. companies the opportunity to exhibit a wide range of modern merchandising equipment in the rapidly expanding Scandinavian market. The distributive trades in Scandinavia are undergoing rapid changes not unlike those in the United States. Increasing labor costs, growing specialization of production and rapidly increasing urbanization have resulted in adoption of modern merchandising techniques and growing demand for all types of modern merchandising equipment. Call Ed Walls, 202-967-4256.

Agricultural Equipment Trade Mission to Nigeria, Ivory Coast and Zambia. Jan. 15-27, 1974. Growing emphasis on increased feed, timberland and commodity output for domestic and export markets has prompted the governments of these nations to establish various agricultural development programs. This mission is geared to take advantage of these programs by visiting top level local officials in both private industry and government. Call Trade Missions, 202-967-2973.

Biomedical Equipment and Instrumentation. Tokyo Trade Center. Jan. 21-26, 1974. Japan's efforts to treat the medical problems associated with an advanced industrial society have created an excellent market for U.S. biomedical equipment. The market is expected to reach $822 million by 1976. Cardiological-thoracic, respiratory-pulmonary, opthalmological, pediatric, nephritic, operating room, general hospital and clinical-research laboratory equipment will be the focus of this exhibition. Call closest District Office or Robert Watkins, 202-967-2060.

Food Processing, Packaging and Service Equipment Catalog Exhibition to Douala, Cameroon and Dakar, Senegal. Jan. 21-Feb. 1, 1974. The economies of these French-speaking countries are heavily dependent upon agricultural exports. Major emphasis in local government development plans is for increasing resources to be put into expansion of such exports. Rising levels of income have increased domestic demand for processed foods and improved packaging and servicing techniques. These nations provide access to wide markets through West African Customs Union membership. Call Robert E. Peterson, 202-967-3973.

Printing and Graphic Arts Equipment. Milan Trade Center. Jan 22-26, 1974. The market in Italy for this equipment is $125 million annually, and is growing an estimated 8 percent per year. Publishers are finding that U.S. equipment is technologically superior and competitively priced. Call Peter Field, 202-967-2434.

Light Industrial Packaging Equipment. Beirut Trade Center. Jan. 28-Feb. 1, 1974. Light industry in Lebanon has grown rapidly in recent years—industrial exports increased by about 25 percent in both 1971 and 1972—and has become increasingly diversified. More efficient packaging systems are in increased demand. Opportunities exist for direct sales and for establishing representation. Call William A. Ducker, 202-967-5767.

Farm and Garden Equipment Exhibit (Joint Export Establishment Promotion). Paris Trade Center. Jan. 30-Feb. 1, 1974. The French economy is booming and purchasing power and leisure hours of French consumers are drastically increasing. These factors provide an ideal market for mechanized equipment for the handyman, gardener and amateur farmer —a market currently growing at an annual rate of approximately 15 percent. Contact Director, U.S. Department of Commerce District Office, 2511 Federal Bldg., 1520 Market St., St. Louis, Mo. 63103, telephone 314-622-4243.

Catalog Exhibition, Light Industry Metalworking and Woodworking Machinery. Beirut Trade Center. February 1974. Rapid growth in Lebanon's light industry sector—industrial exports increased by 25 percent in both 1971 and 1972—is generating new demand for less sophisticated metalworking, primarily of metal-forming types. Opportunities exist for direct sales and for establishing representation in a growing market. Call Robert Peterson, 202-967-3973.

Catalog Exhibition. Computers, Office and Business Machines and Supplies. Ankara and Istanbul, Turkey. February 1974. The Turkish economy has shown great strength over the last few years, growing at an average annual rate of 7 percent. Industrial growth of 12 percent has paced the economy. Integral to this expansion is a need for a wide variety of business equipment ranging from typewriters to electronic computers. Call Robert E. Peterson, 202-967-3973.

Textile Machinery and Equipment Catalog Exhibition to India and Pakistan. February 1974. Market research indicates a market of $500 million for textile machinery and equipment over the next five years. The governments of both countries have clearly indicated their intention to make foreign exchange available to support local efforts at becoming self-sufficient in textile manufacture. Call Robert E. Peterson, 202-967-3973.

Computers, Office and Business Machines and Supplies Catalog Exhibition to Ankara and Istanbul. February 1974. Turkey's economy is growing at an average annual rate of 7 percent, with industrial growth pacing the economy at a 12 percent rate. A wide variety of business equipment is needed, ranging from typewriters to electronic computers. The Turkish Government is supporting imports of business equipment through specific authorizations of foreign exchange. Call Robert E. Peterson, 202-967-3973.

Business Automation Equipment Trade Mission to Greece and Israel. Feb. 3-15, 1974. Existing computer systems in Greece are inadequate to support current economic development. Israel is increasingly a market where computers and related equipment must make up for skilled labor shortage. Evidence of the latter is a 15 percent annual increase in Israeli imports of computers and business equipment. Call Lee Carteron, 202-967-2973.

Metals and Metallurgy Equipment. Paris Trade Center. Feb. 11-14, 1974. Enormous investments by the French metallurgy industry should provide exceptional opportunities to American suppliers of instruments, special metals and alloys, and related equipment. This special show will offer U.S. firms a splendid means of gaining market exposure to end-users and to prospective agent distributors. Call Myra Triplett, 202-967-5373.

Geophysical Equipment. Frankfurt Trade Center. Feb. 11-14, 1974. Germany and surrounding European countries offer excellent opportunities for the sale of sophisticated geophysical equipment on the earth sciences, oceanography and meteorology. German participation in a growing number of international geophysical research programs requires application of the most advanced methods and equipment. U.S. manufacturers will have a unique opportunity to reach buyers. Call Charles Whitley, 202-967-4941.

Advanced Business Systems and Equipment Technical Sales Seminar to Austria, Hungary and the USSR. Feb. 11-27, 1974. Increased demands for automated business equipment and the need to improve existing standards of operation combine to make this area a lu-

crative market for the business machine industry. Items in demand include calculating and accounting machines, electronic computing equipment, bookkeeping and invoicing machines, duplicating and reproduction equipment, microfilming systems and related equipment. Call Jim Boney, 202-967-3846.

Laser/Electro-Optical Equipment, Tokyo Trade Center. Feb. 12-16, 1974. The Japanese market in this field is increasing at 30 percent annually. Total market value in 1972 was $106 million. Imports for the last three years have been increasing by 30 percent. Lasers and laser systems lead this field. Contact Maurice Shea, 202-967-2461.

Industrial & Commercial Security Equipment. Milan Trade Center. Feb. 19-23, 1974. At the request of exhibitors at the successful 1972 show this theme is being repeated. Recent research indicates that U.S. manufacturers of industrial and commercial security equipment will find Italy a ready market for their products. The Italians are ready for the more sophisticated American equipment and at present the market is estimated at $50 million. Call Mara Yachnin, 202-967-4605.

Advanced Fluid Power Equipment (JEEP). Tokyo Trade Center. Feb. 21-23, 1974. The Japanese market for fluid power equipment is expanding at a rate of 10 percent annually. Although Japanese manufacturers supply the major part of this market, they do not produce certain types of advanced equipment needed by many Japanese end-users. This technology gap offers U.S. equipment manufacturers a sizable sales opportunity. Call Bill Dawson, 202-967-4056.

Office Equipment and Business Machines. Tehran Trade Center. Feb. 23-27, 1974. GNP is growing at 13 percent per year in real terms and has sustained growth rates over 11 percent since 1964. With many new businesses and industrial plants opening in Iran, the need for modern office equipment is critical. The Iranians buy American. Our exports have doubled since 1970 to $650 million, and the United States is now the number one supplier to Iran. Call Michel Smith, 202-967-4652.

Computer Software Trade Mission to Belgium and the Netherlands. Feb. 25-March 8, 1974. Sales of hardware in Belgium continue to rise. Demand for software is increasing commensurately. Billings for services by independent software houses in the Netherlands reveal an annual increase of some 20 percent. With U.S. suppliers already controlling the market, mission members will get excellent exposure to private business and government marketing opportunities. Call Gertrude Oppolzer, 202-967-5285.

Port and Industrial Zone Equipment and Services Trade Mission to Portugal, Spain and France, Feb. 27-March 8, 1974. Materials handling, supply and repair equipment, and engineering services are needed at major ports—Lisbon, Barcelona and Le Havre—in addition to other industrial zones in the countries. Visits are planned to the world's largest drydock, the largest industrial zone in Spain, and Europe's fourth leading port at La Havre. To reserve space on this mission, call Fred Crosley, 202-967-3746.

Metalworking Equipment/Industrial Instrumentation Solo Exhibition. Caracas, Venezuela. March 1974. Market research shows a 40 percent demand increase in these two product areas, with Venezuelan industry importing nearly $30 million of higher capacity U.S. metalworking machinery and industrial analytical and process control instrumentation in 1972. Large users are centered in the petroleum, petro-chemical, chemical, food and metal industries, in addition to universities, research centers and public utilities, as government export incentives are increased in order to generate quality controlled exports to the other Andean Common Market countries. Call Richard F. Muenzer, 202-967-5030.

Construction and Agricultural Machinery and Products, Jakarta, Indonesia Fair Grounds, March 4-9, 1974. Separate market research studies indicate an impressive and growing market for equipment and products in these fields. Emphasis on re-opening the vast agricultural estates, a drastic increase in commercial building, and contractor eagerness to buy rather than lease equipment are leading the way. Call Gus Duda, 202-967-5545.

Instruments for Physical and Chemical Measurements. U.S. Trade Center for Scandinavia in Stockholm. March 11-15, 1974. The Nordic import market for these selected instruments was about $180 million in 1972, an increase of 14 percent over 1971 and 41 percent over 1968, and is expected to continue its rapid expansion for the next several years. Currently, U.S. suppliers provide more than 20 percent of this market, or some $36 million worth. The U.S. share of the electro-optical instrument market in Sweden and Denmark alone rose 500 percent between 1968 and 1972. Call Edward Leslie, 202-967-4461.

Electronic Production & Test Equipment Exhibition. Milan Trade Center, March 12-16, 1974. During 1972 the Italian electronics industry is estimated to have produced $800 million worth of electronic equipment and all trends point to substantial increases through this decade. In the past, most manufacturing processes in the Italian electronics industry were manual and automated systems were restricted to a few large manufacturers. Now, with recent wage increases and constant labor demands for higher wage rates, the industry is investing heavily in automated electronic production and test equipment.

Fishing and Fish Processing Equipment Catalog Exhibition to Mar del Plata, Argentina and Montevideo, Uruguay. March 12-22, 1974. Product lines in fishing and fish processing equipment will be featured, as both countries are embarked on programs to rapidly expand exports of fishing industries. Call Robert E. Peterson, 202-967-3973.

Printing, Packaging and Bottling Equipment—GRAPHISPACK '74. Barcelona. March 15-24, 1974. This major fair is an excellent means for penetrating the growing market for printing, packaging, and bottling equipment. Spain's rapid industrial growth and rising per capita incomes are bringing about increased consumption of packaging products and printed materials. The resulting demand for advanced machinery by the printing and packaging industries offers U.S. manfacturers many opportunities for profitable sales. An important international exhibition held every four years, GRAPHISPACK attracts buyers from all of Europe, North Africa, and the Middle East. Call Robert B. Wallace, 202-967-3822.

Livestock Equipment and Supplies Promotion (JEEP), 76th International Verona Agricultural Fair. March 17-24, 1974. Livestock production in Italy is estimated at more than $5.1 billion annually. Plans are under way to provide, over a period of five years, $330 million for financing of a working project for rearing of beef cattle. In addition, the EEC has assigned $27.3 million for expansion and modernization of Italian agriculture; much of this will be devoted toward purchase of more modern machinery to handle livestock. Call Noel Negretti, 202-967-2434.

Nuclear Instrumentation and Equipment Exhibition. Frankfurt Trade Center. March 18-21, 1974. The Federal Republic of Germany is a net importer of nuclear equipment and materials. Imports of U.S. equipment are expected to be in excess of $100 million a year by the end of 1975. Key targets for U.S. sales of nuclear equipment and materials are German nuclear research centers, which now buy over 50 percent of their nuclear-related electronic equipment from U.S. manufacturers. In the area of computerized electronic measurement equipment, U.S. products now account for over 80 percent of German purchases. Opportunities are also excellent in the field of nuclear medicine, where U.S. equipment occupies a leading position; consumption in 1975 has been projected at $70 million. Call Michael Hanpeter, 202-967-3849.

Chemical and Petrochemical Processing Equipment and Instrumentation. Mexico City Trade Center. March 25-29, 1974. The chemical processing industry in Mexico grew 13.5 percent annually from 1960-70, and the projected rate for 1973-1980 is around 14 percent. The industry's output is presently limited only by capacity, and new plants and expansions are being planned. Mexican imports are expected to increase from $47 million in 1972 to $59 million in 1975. Call Porter Clary, 202-967-5040.

Metalworking Equipment/Industrial Instrumentation Solo Exhibition. Caracas. March 25-30, 1974. This important international marketing event will provide an excellent sales opportunity in the rapidly expanding Venezuelan market for metalworking equipment and industrial instrumentation, which, combined, neared $65 million in 1972. Current market research predicts $44 million in instrumentation sales alone by 1977. Metalworking machinery sales are expected to top $68 million by 1977. Call Richard Muenzer, 202-967-5030.

AMPRO '74—American Products For Industry. Taipei. March 25-31, 1974. This exhibition, sponsored by the Board of Foreign Trade, Republic of China, exclusively for U.S. firms, will feature machinery and equipment in the following major industrial categories: heavy construction and road building; electronics industry production and testing; food processing and refrigeration; metalworking and machine tools; packaging and materials handling; scientific and medical instruments and materials; and textile and apparel production and processing. American manufacturers are presented a unique opportunity through this exhibition to sell their products in the rapidly growing Taiwan market and to take advantage of the Republic of China's announced desire to increase

purchases from the United States. Call Dave Horridge, 202-967-2798 or 4227.

Pollution Control Equipment. Paris Trade Center, March 26-29, 1974; Arles, France (optional), April 2-4, 1974. American manufacturers and suppliers of equipment for the control of air and water pollution, noise abatement, sewage treatment and solid waste disposal have an exceptional opportunity to enter into or to gain increased sales in the lucrative French market by displaying at these shows. French investment in pollution control equipment is substantial and growing fast. Rapid industrial expansion with its impact upon the environment has caused an affluent French people to examine the quality of life. Forecasts indicate that the French will spend about $575 million in this field during the next two years. A U.S. firm participating at the Paris Trade Center will reach a broad audience of customers from French industry and government, and may gain extra exposure in the south of France by displaying at Arles for an additional $300. Call John L. Wolf, 202-967-4942.

Structural Components and Related Equipment (JEEP). Frankfurt Trade Center. April 2-4, 1974. The market is valued at about $2.6 million. For the next two years, continued rapid growth rates of 10 to 12 percent per year are expected. Products include plywood for concrete forms and for house building, particularly for prefab systems; partitions and acoustic panels, glass-fiber draperies; plastic and special resistant paints; and tools such as automatic nailers and caulking guns. Contact Director, U.S. Department of Commerce District Office, Room 821, City National Bank Bldg., 25 West Flagler St., Miami, Florida 33130, or telephone 305-350-5267.

MASHSTROY — U.S. Machine Tool and Machine Building Equipment Solo Exhibition. Moscow. April 10-19, 1974. The USSR continues expanding many branches of industry, especially production of automotive vehicles. This expansion necessitates a corresponding increase in demand for machine tools. The current five-year plan calls for investments totaling over $31 billion for machine building equipment. Call Oleg Jerschkowsky, 202-967-3376.

Industrial Process Control and Measuring Instruments Exhibition. Paris Trade Center. April 22-26, 1974. High government priority for industrial investment and modernization in the booming French economy has resulted in a $330 million market for process control instrumentation in France. This year's 20 percent depreciation of the dollar versus the franc means a competitive price advantage for U.S. instrumentation. Call William S. Gaines, 202-967-4414.

Environmental Control Equipment (JEEP). Buenos Aires Trade Center. April 22-26, 1974. Emphasized will be specialized environmental measuring, testing and control instruments and apparatus, and other related scientific, laboratory, and industrial instruments. Suppliers of other equipment for environmental control operations are also invited to exhibit. Call George Pollard, 202-967-5010.

Advanced Biomedical/Biochemical Hospital Equipment. Stockholm Trade Center. April 22-26, 1974. "Intermed '74," the second such exhibition to be held at the U.S. Trade Center in Stockholm, provides an opportunity for U.S. industry to promote advanced equipment throughout the four Nordic countries (Sweden, Norway, Denmark, Finland). The Scandinavian market is due to expand by over 100 percent from 1971 to 1976, reaching a level of almost $110 million. All four countries have plans to build new hospitals, to add outpatient and long-term health care facilities to their already extensive hospital network, and to broaden the scope of existing preventive medicine programs. Call Lee W. Swift, 202-967-3276.

Sales opportunities in 14 U.S. commercial exhibitions, 7 catalog exhibitions, 33 shows at the 12 U.S. Trade Centers, 9 trade missions and 2 technical sales seminars are being offered to present and potential U.S. exporters between now and May 1974.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Beirut, Buenos Aires, Frankfurt, London, Mexico City, Milan, Paris, Singapore, Stockholm, Sydney, Tehran, and Tokyo. Trade Centers are scheduled to open in Taipei and Seoul in March 1974. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **Write:** *Director, Office of International Marketing, Room 4015, U.S. Department of Commerce, Washington, D.C. 20230.*

U.S. specialized trade missions and technical seminars are comprised of groups of U.S. businessmen organized by the U.S. Department of Commerce to travel abroad to promote the export of U.S. goods and services produced by their particular industry. **Write:** *Trade Missions, Room 4219, U.S. Department of Commerce, Washington, D.C. 20230.*

U.S. Consumer Goods Pavilion. Osaka International Trade Fair. Osaka, Japan. April 23-May 6, 1974. Japan is currently the largest foreign customer for U.S. consumer goods. Japanese expenditures in the consumer goods area are expected to increase 17 percent by the end of this year and double by 1975. Increased Japanese interest in U.S. consumer goods has been stimulated by the yen/dollar realignment and by the increasing affluence of the Japanese consumer. The Osaka International Trade Fair is a major commercial event in Japan, and an excellent forum to display U.S. consumer goods. Call Robert Levine, 202-967-4057.

General Aviation Exhibition and Seminar. Maroochydore, Queensland, Australia. April 26-30, 1974. The rural and industrial sectors of the Australian economy are experiencing rapid expansion which is creating an ideal climate for increased sales of general aviation equipment. Sales potentials are now at the highest level since the late 60s. The exhibition will be adjacent to an airport with a 5,500-foot landing strip accommodating aircraft from cropdusters to executive jets. In addition to aircraft, this exhibition will also include displays of all other types of general aviation equipment. Call E. Marvin Belden, 202-967-5752.

Specialized Building Materials Exhibition. American University of Beirut. May 1974. Construction booms in many Arab States are generating growing demands for building materials and supplies, particularly innovative techniques. U.S. participation in the Annual Engineering Materials and Equipment Exhibition at the American University of Beirut affords exhibitors exposure to a wide regional audience. Opportunities exist for direct sales and for establishing contact for representation in many Arab States. Call William Ducker, 202-967-5767.

Food Processing Machinery and Equipment. Buenos Aires Trade Center. May 13-17, 1974. The Argentine market continues to need imports of items incorporating the latest processing techniques, but not necessarily high volume equipment. Special interest items include processing machinery and equipment for the fishing, meat, wine and fruit and vegetable processing industries. Call Vicky Eicher, 202-967-4580.

Equipment for the Cosmetic, Pharmaceutical and Food Industries. Paris Trade Center. May 13-17, 1974. These industries comprise major growth sectors in the booming French economy. The increasingly strained productive capacity, greater interest in more advanced packaging techniques and a public becoming vocal in its demands for quality control and testing of products in these industries are all placing a heavier burden on the import sector. Call Andre Williams, 202-967-3748.

Data and Telecommunications Equipment. Milan Trade Center. May 14-18, 1974. Demand for computers and computer-related equipment in Italy will triple over the next five years, with U.S. equipment and services expected to dominate the near $300 million market. In addition, the Italian Government is planning to spend about $3.5 billion in the telecommunications sector over the next three years. Research indicates that virtually every large Italian government and industry organization is planning projects for data transmission between headquarters and branches. The Italian economy is expected to grow by 5 percent this year. Call Alan O. Maurer, 202-967-2434.

Metal Surface Finishing and Treatment Equipment. Tokyo Trade Center. May 20-25, 1974. In 1972 the Japanese market for metal surface finishing and treatment equipment and accessories amounted to $975 million. This market is expected to increase by 30 percent during 1973 and 10 percent annually for the next three years. U.S. products which are unique, technologically advanced, labor-saving, or non-polluting have considerable sales prospects in the dynamic Japanese metalworking industries. Call Bill Dawson, 202-967-4056.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

0250 — NICERIA — Medium-sized **food, feed and poultry farm** seeks joint venture partner to supply machinery and technical assistance for expansion, development and mechanization of operation. Established in 1971, firm is engaged in production and sale of maize, day-old chicks, eggs, animal feeds, and miscellaneous vegetables. U.S. investor to provide machinery and equipment (tractors with attachments, silos and food processing machines) estimated at $75,000. Entrepreneur plans to be in the United States during October. J. A. Ojo, Managing Director, Unique Farm Enterprises, SW9/550, Apata Gangan, P.O. Box 1565, Ibadan, Nigeria. P-73649.

1011 — CANADA — A British Columbia real estate and mining holding company desires joint venture with American firm for **production and shipment of magnetite from open pit mine** located near Vancouver. Mine reportedly contains 20-year supply at annual rate of 500,000-1 million tons of magnetite with 65 percent iron content. Copper, gold and silver traces also contained in ore. Assays and drilling reports available. Will consider proposals for financing entire operation including production and providing a market for magnetite concentrates or separate financing and marketing arrangements. Thomas Edward Young, Director, Banca Holdings Ltd., 860—13th St., West Vancouver, British Columbia. WTDR. P-73651.

2033 — INDIA — U.S. collaboration sought for **semi-processing of fruits.** Mango and pineapple pulp, dressed pineapple, orange juice concentrate and crushed tomatoes would be exported in wooden barrels or metal containers to other countries for processing into finished products. Proposed capacity of plant is fifty tons daily of mango pulp or pineapple pulp/dressed and five tons daily of orange concentrates or crushed tomatoes. Type of collaboration open to discussion. Edwin Vasant Kumar, Cleanfoods Corp., "Vimala Bldgs.", 5 Residency Rd., Bangalore 560025. WTDR. P-73660. OPIC.

2452, 3272, 2448, 3531—ARGENTINA— Plans for **construction of 500,000 housing units** over a four-year period have recently been announced by the Government's Minister of Social Welfare and Undersecretary of Housing. Construction of the new units will be divided between private industry and the Government, at a cost of $1.3 billion. Various local Argentine construction and manufacturing firms are interested in licenses or proposals from U.S. firms in pre-cast concrete machinery, construction machinery, low- or medium-priced wooden housing units and various kinds of low-income prefabricated housing developments. A list of such firms, containing name, address and products of interest is available on request from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73653.

2522 — BRAZIL — Steel furniture and safe plant for sale. Located in Sao Paulo area. Established in 1959, factory has 200 craftsmen. Products marketed locally and exported to other Latin American countries, Thailand, Denmark and Lebanon. Alvaro de Souza, Caixa Postal 18, 13.800 Mogi Mirim, Soa Paulo. P-73640. OPIC

2611 — YUGOSLAVIA — Joint venture to establish **pulp mill,** producing bleached pulp using mixture of soft and hardwoods. Six Croatian wood producers would participate in project. Estimated cost is $60 million. Further information available from Dick Rabbetts, Engineers International Corp., 12 Hilltop Rd., Kings Langley, Herts, England or the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73641. OPIC

2819, 3312 — INDIA — Rajasthan State Industrial and Mineral Development Corp. Ltd. (RSI&MDC) seeks U.S. technical collaboration for manufacture of the following products with the indicated annual licensed capacity: **cryolite**—3,000 m.t.; **aluminum fluoride**—2,000 m.t.; **soda ash**—66,000 m.t.; **ammonium chloride**—66,000 m.t.; **sponge iron**—300,000 m.t.; **calcium carbide**—14,850 m.t. RSI&MDC, which is owned by the Rajasthan State Government and promotes industrial ventures on its own or in collaboration with private firms, has received approval in principle from the Government of India. Write: Vijay Singh, Managing Director, Rajasthan State Industrial and Mineral Development Corp. Ltd. (RSI&MDC), A-100 Jawaharlal Nehru Marg, Jaipur, Rajasthan. P-73654. OPIC.

2844 — GERMANY — Large, well-established firm seeks licenses to manufacture **quality cosmetics for skin care,** such as cleansers, lubricating and nutritional creams and lotions. For further information, contact Dr. Reiner, P.O. Box 42, 4020 Basel, Switzerland, a consultant for the German firm. P-73642.

2873 — PAKISTAN—Seeks managerial, technical and equity participation by U.S. firm in developing $80 million **ammonia fertilizer plant** at Sadiqabad in Punjab Province. Plant will utilize Mari natural gas and have 600-ton daily capacity. U.S. and international organizations are considering proposals to finance part of project cost. Maj. Gen. Mohammed Nawaz Mallik, Sk., TQA., Fauji Foundation, Harley St., P.O. Box 84, Rawalpindi Cant., Pakistan. P-73643. OPIC.

2899 — SWITZERLAND—Seeks licenses to manufacture U.S. developed **additives for plastic materials and stabilizers for PVC.** Firm established in 1958, employs 10, currently makes PVC stabilizers, has annual sales of $1.7 million. Company exports to East European countries. Meister AG, Industriestrasse, 4313 Moehlin, Switzerland. P-73644.

3442 — BELGIUM—Experienced manufacturer of metal fences and doors desires licensing agreement with an American firm to produce and sell **overhead doors made of aluminum or galvanized steel.** Firm has 70 employees. Mr. M. Velghe, Managing Director, Velghe S.P.R.L., 24-32 Chaussee de Tournai, 8580 Avelgem, Belgium. P-73652.

3531 — BELGIUM — Manufacturing rights for **bridge cranes, winches, elevators, cranes and mixers for use on construction sites.** Company presently produces concrete silos, winches, concrete mixers, related equipment. Employs 77. Belgian Consulate General, Industrial Sec., 50 Rockefeller Plaza, New York, N.Y. 10020. P-73639.

3535 — BELGIUM — Manufacturing rights for **materials handling and conveying equipment.** Firm has extensive experience in the design and installation of complete systems for the steel, mining industry and port facilities. Employs around 300. Gustave Lelubre, Project Manager, Ateliers de La Louviere-Bouvy S.A., 7100 La Louviere, Belgium. WTDR. P-73645.

3560 — BELGIUM — Manufacturing rights for **industrial pollution control equipment.** Market throughout European Common Market. Firm presently produces railroad engines and cars; equipment for the chemical, steel, glass, sugar refining and cement industries. Also engages in civil engineering activities. Employs 1,000. Consulate General of Belgium, Industrial Sec., 50 Rockefeller Plaza, Suite 1104, New York, N.Y. 10020. P-73655.

3560 — ITALY — Heavy machinery manufacturer seeks licenses or direct orders to produce **rolling mills, large pumps, compressors, valves,** other medium to heavy machinery. Market in Europe. Firm experienced in selling and servicing its products in Western Europe and Soviet Bloc. Because of the heavy current Italian trade deficit with Bloc, firm believes there is opportunity of strong sales of Italian products in Eastern Europe, particularly the USSR. Dr. Giorgio Bonicelli, Beloit Italia, S.p.A., 10064 Pinerolo, Italy. P-73661.

3634 — ITALY — License to manufacture **domestic, microwave boilers.** Interested in contacting U.S. firms working on the application of microwaves to water heating. Company is an important producer of electrical household appliances, metal kitchen furniture and gas cylinders. Currently produces 40 percent of all electric boilers sold in Italy. Representative of firm plans U.S. visit in early November. Prepared to discuss licensing arrangements. Ing. Raffaelli, Merloni S.p.A., Via Dante 52, 60044 Fabriano (Ancona), Italy. WTDR. P-73646.

3711 — GREECE — Seeks joint venture with U.S. firm for the construction of a **light truck assembly plant.** Participation to include technical know-how, machinery, parts and capital. Cost estimated at $4 million, first year production of 1,500 open pickup and delivery trucks of ½ to 1 ton and 1½ to 2 ton capacity and maximum 1,600 cc. engine. Estimates Greek market potential of 5,000 light trucks annually plus possible export sales. Firm currently imports cars, employs 40 mechanics, clerks and salesmen. Makis Ioannidis, President, Perencar S.A., 132 Grammou-Vitsi St., Thessaloniki. P-73647. OPIC.

3711 — MOZAMBIQUE — Government plans to license two or possibly three plants for **assembly of completely knocked down motor vehicles** in Mozambique and seeks foreign participation. For copy of report listing requirements for interested firms, write Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. P-73648.

3841, 3275 — EL SALVADOR — Seeks licensing or joint venture agreement to manufacture **disposable hypodermic syringes, orthopedic cast plaster, and cryoextractors of cataracts for eye surgery** for sale throughout Central America. Ophthalmologist and pharmacist are partners in firm currently repacking and distributing pharmaceutical products. Dr. Jose R. Ayala and Dr. David S. Grimaldi, Drogueria Grimaldi, 39 Avenida Norte 889, Colonia San Jose, San Salvador, El Salvador. WTDR. P-73633. OPIC.

3861, 3662 — SWITZERLAND — Seeks licenses to manufacture **photographic industrial and commercial control equipment** for permanent installation; **photographic security equipment** for installation in banks, post offices and similar facilities. Has extensive experience in application of novel photographic equipment; is equipped with necessary manufacturing and sales facilities to produce and market sophisticated items. R. Haefliger, Himmelreich 17, 6340 Baar, Switzerland. P-73650.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Finance and Investment, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number.

UNITED KINGDOM—Bottling, canning and packaging equipment—cleaning machines, processing machines, glass bottle makers, handling equipment and conveyors. **File 2472**

UNITED KINGDOM — Mechanical and hydraulic lifts — scissor type, deck-to-deck lifts, and automatic pallet elevator and storage systems. **File 2473**

SWITZERLAND — Bed — adapts itself to shape of the body. **File 2474**

SWITZERLAND — Ventilator-castings made of PVC or polypropylene with fan support designed for direct and belt drive. Has found excellent acceptance in chemicals, pharmaceuticals and food products industries. Gold medals awarded at several international exhibitions. **File 2475**

SWITZERLAND — Medical apparatus—electronic commutator for simultaneous supervision of several patients in intensive care stations; portable optical-electronic testing device for surveillance of individuals adapted to drug control, alcohol tests; and novel ultraviolet radiation measuring device to determine intensity of radiation treatments. **File 2476**

SWITZERLAND — Lung function apparatus — pulmonary function spirometer/computer. **File 2477**

SWITZERLAND — Electric apparatus for the preparation of the Swiss "Raclette" cheese dish — Raclette, not well known in the U.S., is like fondue. **File 2259-R**

Bulgarians Seek U.S. Equipment For Brick, Ceramics Factories

Bulgarian officials have expressed an interest in obtaining offers from U.S. suppliers of equipment for brick and ceramics factories. The equipment desired includes mixers and kneaders, box feeding devices, vacuum long-string moulding machines, clay cutters, brick setting and restacking machines, brickyard loading and transportation equipment, drying plants, and chamber or tunnel kilns.

Firms interested in selling such equipment should send literature and price quotations to the following state enterprise, which is authorized to represent U.S. companies in Bulgaria: SHIPKA AGENCY, Blvd. Stamolijski 2, Sofia, Cable: Shipka Sofia, Telex: 22-650 or 22-284. For information and assistance in doing business with Bulgaria in this product area contact Daniel Stein, Trade Development Assistance Division, Bureau of East-West Trade, U.S. Department of Commerce, Room 4816, Washington, D.C. 20230 (202-967-3353).

U.S. Firms' Foreign Business Activities Increased In 1972

Booz, Allen & Hamilton's annual report of new foreign activities initiated by foreign affiliates of American firms indicates that such activities were up 18 percent in 1972. Activities covered include new establishments, expansions of previously established units, and licensing arrangements. The study shows that new activities of U.S. firms with less than $50 million annual sales were responsible for 22 percent of the 1972 total, followed by firms with more than $1 billion sales volume.

The report also reflects the steady preference of American companies for wholly-owned operations, but shows a modest increase in shared ownership with host country organizations. There was a dramatic increase in the establishment of new foreign branches.

Increased activity was fairly evenly spread among industrial sectors, but declines were reported in new manufacturing establishments in textiles, lumber and furniture, fabricated metal products and in the stone, clay and glass industry.

Reprints of the report, published in the Summer 1973 edition of the *Columbia Journal of World Business*, are available at a cost of $1.50 from the *Journal's* Circulation Dept., 213 Uris Hall, New York, N.Y. 10017.

Australian State's New York Office Assists U.S. Investors

U.S. companies seeking joint ventures and licensees in Australia are advised to review their interests with the New South Wales Centre in New York. Established by the State of New South Wales, the Centre can provide marketing and economic data, plus information on Australia's physical resources. The Centre can also assist American firms in identifying potential Australian partners and licensees and arrange introductions between interested parties. Staff members are prepared to visit interested U.S. companies for on-the-spot discussions. For details, write: David L. Dyer, Director, New South Wales Centre, Suite 6259, North-East Plaza, Five World Trade Center, New York, N.Y. 10048.

Polish Trade Unit To Buy Complete Milk Nutrients Plant

A Polish foreign trade organization, POLIMEX-CEKOP, has expressed interest in purchasing a complete plant to produce humanized milk nutrients and milk-carbohydrate nutrients for babies. POLIMEX would prefer that the new plant use milk powder produced by already existing Polish plants as raw material. Capacity of the new plant is to be 12 metric tons daily, with two shifts.

Firms interested in this project should contact: POLIMEX-CEKOP, 00-950 Warszawa, Czackiego 7/9, Poland, Telex: 814271. For further information or aid in doing business with Poland in this product area, contact Daniel D. Stein, Trade Development Assistance Div., Bureau of East-West Trade, U.S. Department of Commerce, Room 4816, Washington, D.C. 20230 (202-967-3353).

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Animal specialties

02790 — JAPAN — Live goats, white haired, about 80-100 lbs. each, 125 per day, (3,700 per mo., 36,000 per yr.); for resale to about eighty goat meat restaurants on Okinawa. Ryukyu Freight Forwarding Co., Ltd., Trade Dept., Attn: Mr. Yasuji Shingaki, President (I, A, D), CPO Box 395, Naha, Okinawa. Cable: REF, Okinawa, Japan.

Building construction

•15100 — TURKEY — Design, equipment supply, installation, commissioning and turn-key delivery of a min. 31,250-ton processed shale and min. 7,310-ton processed bauxite yearly capacity presintering and magnetic separation plant for an existing factory producing alumina silicate range refractories, for reduction of high carbon contents of shale and bauxite by firing, and for reduction of FE_2O_3 by separation. Bid-letting authority: Sumerbank Satinalma Murdurlugu, Ulus, Ankara. Bid deadline is Nov. 23. Bidding specifications can be obtained in English from the Modern Translation Bureau, Karanfil Sokak 49/2, Yenisehir, Ankara, Turkey, for $110. Checks must accompany orders.

Construction

•16100 — EL SALVADOR — The Government of El Salvador's Directorate General of Highways, Secretariat of Public Works, invites foreign engineering firms to bid on the $200,000 reconditioning of a 1,650 meter-long stretch of the Pan American Highway, CA-1, located 34 kms. west of San Salvador. The work involves paving with concrete or bituminous concrete on a base obtained from processing the existing on-site bituminous layer. The reconditioned highway is to be 7.3 meters wide and must have bituminous pavement shoulders, ranging from 1.0 to 2.65 meters wide. The principal work includes a) cleaning and grubbing five hectares, b) 10,000 cubic meters of unclassified excavations, c) 4,000 cubic meters of borrow-fill, d) 2,000 cubic meters of special sub-base of lava rock, e) 12,200 sq. meters of concrete pavement (the asphalt alternative must have a base of 2,400 cubic meters of crushed aggregates, 2,000 m.t. of bituminous concrete and 15,000 gls. of asphalt). The job must be completed in 120 calendar days. Interested bidders may inspect plans, specifications and contractual documents at: Direccion General de Caminos, Final Avenida Peralta, El Coro, San Salvador, or at Consultora Tecnica, S.A., Alameda Roosevelt No. 2940, San Salvador. Bids must be delivered at: Proveeduria Especifica de Obras Publicas, 12A. Calle Poniente No. 228, San Salvador.

Heavy construction, except highway and street construction

•16200 — HAITI — Demolition of existing bow string steel bridge on the Estere River and construction of a new concrete bridge with three insostatic spans of 25 meters length each. Driven steel pile foundations are to be approx. 35 meters deep. The maximum period for completion will be 10 months after written notice to proceed. Financing is one part of complete North Road reconstruction, financing for which has been requested from the World Bank. Firms desiring to submit qualifications may obtain documents (in English) free of charge from the Secretairie d'Etat pour les Travaux Publics, Les Transports et Communications, Port au Prince, Haiti, or from the Haitian Embassy, 4400 17th St., N.W., Washington, D.C. 20011. Correspondence should be in French. A small supply of these documents is also available from the Construction & Building Materials Program, Rm. 2118, U.S. Dept. of Commerce, Washington, D.C., 20230, ★(202-967-3602).

Meat products

20115 — KENYA — Approximately 5000 tons of lard and inedible tallow annually for manufacture of fatty acids. General Foam Products Ltd. (M), P.O. Box 82575, Mombasa.

Food preparations

20999 — SINGAPORE — Peanut butter; approx 20-30 tons per month to be jarred in Singapore. Sime Darby Singapore Ltd. (I, A, D), Crosby House, 71 Robinson Rd., P.O. Box 595, Singapore 1.

Broad woven fabric mills, cotton

22100 — BELGIUM — Printed cotton or polyester/cotton fabrics suitable for children's apparel. Quote c.i.f. Antwerp. Mr. M. Lamine, Mgr. of Ets. Van Dessel (Manufacturers, Wholesalers and Retailers of infants' and children's clothing), Bredabaan 518, 2060 Merksem.

22110 — AUSTRALIA — Printed cotton fabrics for use in manufacture of summer outerwear for infants and girls. Samples and prices requested. Purchase depends on quality and price competitiveness. Charles Trigger, Pollyanna Creations Pty. Ltd. (M), Pollyanna House, 17 Jurgens St., Woolloongabba, Brisbane QLD 4102.

22115 — GERMANY — Cotton fabrics for resale to apparel industry for lounge wear. Delivery requirements will be quoted when placing orders. Prefers offers in German language. Royalty—C. G. Hausch (D, I), 16 Maybachstrasse, P.O. Box 60, D-7250 Leonberg.

22115 — JAPAN — Cotton fabrics, fine (gray goods) broad woven. Kabushiki Kaisha Inoue Shoten (I, R), 2769-4 Ozenji, Tama-Ku, Kawasaki City 215.

22118 — FRANCE — Sheets and sheetings. Comertex, Attn: Mr. Bigio (I, D, exporter), 21 Bis Rue de Paradis 75010 Paris.

22119 — FRANCE — Terry type towels. Comertex, Attn: Mr. Bigio (I, D, exporter), 21 Bis Rue de Paradis 75010 Paris.

Broad woven fabric mills, manmade fiber, silk

22210 — BAHAMAS — Polyester and cotton broadcloth in all colors, 44 and 45

in. wide, in quantities up from 500 yds. per color—direct from manufacturers. Quote f.o.b. prices, availability. Helen Astarita (Mrs.), Bahama Hand Prints Ltd. (I, M, D), P.O. Box ES-6248, Nassau.

22210 — SWITZERLAND — Synthetic fibers such as acrylic and polyester tow cable, staple fiber and top qualities in any fineness, annual requirements approx. 1,000 metric tons; nylon staple fiber for carpets. Societe Commerciale de Laines SA, Attn: G. Kresse, Mng. Dir. (I, A, D), 77 Rue de la Fontaine, 1211 Geneva 3.

22214 — BELGIUM — Polyester/cotton blend fabric; 70 percent polyester, 30 percent cotton; to be used for men's suits. Ets Collignon & Leurs Sprl, Mr. Leurs, Mgr. (A, I, D), 39-41 Rue d'Angleterre, 1060 Brussels.

22214 — JAPAN — Cotton and polyester blends 100 percent spun fabric for ladies wear. Kabushiki Kaisha Inoue Shoten (I, R), 2769-4 Ozenji, Tama-Ku, Kawasaki City 215.

22215 — IVORY COAST — Khaki color (light tan) polyester/cotton cloth 50/50 percent to 80/20 percent. Quotes requested on lots of 25,000 meters single (108 cm.) or double (150 cm.) width. Manufacture Ivoirienne de Confection Enfantine, Attn: Mr. Frederic Able (I, D), Boite Postale 1170, Abidjan.

Knitting mills, products

22560 — GERMANY — Printed and jacquard jersey fabrics for resale to apparel industry. Delivery requirements will be quoted when placing orders. Prefers offers in German language. Royalty — C. G. Hausch (D, I), 16 Maybachstrasse, P.O. Box 60, D-7250 Leonberg.

Floor covering mills, products

22720 — AUSTRALIA — High quality carpeting in wool or man made fiber for prestige commercial and domestic projects. CC Interiors (I, D), P.O. Box N345, Grosvenor St., Sydney NSW 2000. Attn: J. P. Chapman.

22720 — GERMANY — Bath mats, area rugs, carpets of good to best quality for resale. Delivery requirements will be quoted when placing orders. Prefers offers in German language. Royalty—C. G. Hausch (D, I), 16 Maybachstrasse, P.O. Box 60, D-7250 Leonberg.

Yarn, thread mills, products

22814 — ZAIRE — 65 percent polyester, 35 percent viscose yarn number 30/2; 15/1; 16/1; or 18/1 on 2 and ½ pound cones. Requires 20,000 lbs. per mo. Amato Freres (I, D, M), B.P. 3181 Lubumbashi.

Textile goods

22920 — ITALY — Medium weight elastic lace and power net for manufacture of corsets, stays, girdles, brassieres. Average annual consumption 200 thousand sq. yds., not for resale. Purchase subject to competitive quotations. I.G.E.A.T. (I, M, D), Corso Verona 30, 10153 Torino.

22983 — JAPAN — Cotton fiber cordage, twine. Kabushiki Kaisha Inoue Shoten (I, R), 2769-4 Ozenji, Tama-Ku, Kawasaki City 215.

Men's, boys' furnishings

23271 — FRANCE — Men's jeans. Comertex (I, D, exporter), 21 Bis Rue De Paradis 75010 Paris.

Miscellaneous apparel, accessories

23890 — FRANCE — Handkerchiefs (all kinds). Comertex, Attn: Mr. Bigio (I, D, exporter), 21 Bis Rue de Paradis 75010 Paris.

Fabricated textile products

23920 — MEXICO — Initial purchase of 50 million polypropylene bags to pack sugar, standard size. Staggered delivery over one yr. period. First shipment desired as soon as possible. Agent purchasing for UMPASA, government agency controlling production, export and sale of Mexican sugar. John Pinder representing Roberts Mexico S.A. (A), Spencer 408, Polanco, Mexico 5, D.F.

Fabricated textile products

23929 — GERMANY — Large quantities high-quality terry cloth towels for resale. Delivery requirements will be quoted when placing orders. Royalty—C. G. Hausch (D, I), 16 Maybachstrasse, P.O. Box 60, D-7250 Leonberg.

23929 — JAPAN — Cotton towels, dish cloths. Kabushiki Kaisha Inoue Shoten (I, R), 2769-4 Ozenji, Tama-Ku, Kawasaki City 215.

Lumber, wood products

24000 — INDIA — Lignum vitae logs—hardwood suitable for ships' propeller bush. Garden Reach Workshops Ltd., (a Government of India undertaking) (M), 43/46 Garden Roach Rd., Calcutta 700024.

Sawmills, planing mills

24262 — JAMAICA — Mahogany lumber for manufacture of 18th century style furniture. Specification: 4/4 or 8/4 any standard length and widths. First order—50,000 board ft. Request quotations, estimated earliest deliveries. Things Jamaican, Ltd., Attn: Henri Hendricks (D, M), P.O. Box 60, Kingston 14.

Millwork, veneer, plywood, prefabricated structural wood items

24315 — FRANCE — Wood garage doors. Direct purchase & agency. Duval Carpriaux (M), 136 Bd. Jean Ossola, 06700 Saint-Laurent Du-Var.

24321 — SWEDEN — Hardwood plywood. Byggma Ost AB (M, D, building contractors), Box 349, S-581 03 Linkoping.

24322 — SWEDEN — Softwood plywood, interior type. Byggma Ost AB (M, D, building contractors), Box 349, S-581 03 Linkoping.

24323 — SWEDEN — Softwood plywood, exterior type. Byggma Ost AB (M, D, building contractors), Box 349, S-581 03 Linkoping.

24332 — SWEDEN — Wood panels. Byggma Ost AB (M, D, building contractors), Box 349, S-581 03 Linkoping.

Household furniture

25117 — BELGIUM — White folding wooden garden furniture. Quote c.i.f. Antwerp. Mr. G. C. Damen, Mgr., Global, P.V.B.A. (I, E), Haantjeslei 39, 2000 Antwerp.

Paper mills

26211 — FRANCE — Newsprint. Comarfa (D), 6, Rue Beaubourg, 75004 Paris.

26212 — FRANCE — Uncoated groundwood paper. Comarfa (D), 6 Rue Beaubourg, 75004 Paris.

26213 — FRANCE — Coated paper. Comarfa (D), 6 Rue Beaubourg, 75004 Paris.

Paper mills

●**26200 — THAILAND*** — Government Tobacco Monopoly requires 7,250 reels cork tipping paper 48 mm. wide x 1,500 meters long. Weight to be 31-38 grams/sq.m. — thickness to be 0.038-0.042 mm. Copy of tender containing specifications and conditions available from Construction and Forest Products Division, DIBA, Room 2113, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3534).

26216 — GERMANY — Kraft paper, kraftliners, shipping sack. Johannes Schuback & Soehne (I), 2 Hamburg 11, Moenkedamm 5, P.O. Box 110349.

Paperboard mills, products

26313 — GERMANY — Sulphated board, folding board, coated boards. Johannes Schuback & Soehne (I), 2 Hamburg 11, Moenkendamm 5, P.O. Box 110394.

Converted paper, paperboard products

26440 — SOUTH AFRICA — Wallpaper: modern, fancy designs, washable; 27, 30, 36 inch widths required for resale. Quote prices c.i.f. Cape Town including 5 percent commission. Mill Agents S.A. (Pty.) Ltd. (A), P.O. Box 3161, Cape Town, Cape Province.

General commercial printing

27530 — GERMANY — Printer's rubber blankets for offset printing, for resale. Direct purchase & agency. Ernst Marks KG, Contact: Michael Marks, Sales Mgr. (M, D, J), 433 Muehlheim/Ruhr, Langekamp 24, Postfach 011207.

Industrial chemicals

28100 — CANADA — Direct purchase for resale, industrial chemicals of all types relating to mining, pulp and paper industries. Mackenzie and Feimann Ltd., Attn: G. E. McConkey, V. Pres. (I, D), 970 Malkin Ave., Vancouver, B.C.

28150 — INDIA — Ortho anisidine 1 ton; para anisidine 1 ton; dianisidine 1 ton; ortho tolidine 1 ton; aceto acetic ester 1 ton; meta phenylene diamine 1 ton; h. acid 0.5 ton; dyes intermediates for manufacture for dyes and chemicals. Tuljappa Meherwade (M), Post Box No. 17 Ranebennur, Dharwar District, Mysore State.

28151 — INDIA — Ortho tolidine base, 5 m.t., rangolite 20 m. tons, phthalic anhydride 20 m. tons, and 20 m. tons ortho nitro toluene with specific gravity 1.1629 (20 degrees C), refractive index 1.544 (25 degrees C) and flash point 223 degrees F. Synthetic Dyestuff (India) Corp. (I, A), V Floor, Indu Chambers, 349/53 Samuel St., Vadgadi, Bombay 400 003.

28151 — TURKEY — Xylol in bulk. Annual quantity required: 1500 tons. Shipment to be in partial lots. Delivery: end 1973. Interested suppliers should submit c.i.f. quotations immediately. Koruma Tarim Ilaclari A.S. (M), Salipazari, Dursun Han, Istanbul.

28153 — INDIA — 40 m.t. titanium dioxide (20 tons each in anatase and rutile forms). Synthetic Dyestuff (India) Corp. (I, A), V Floor, Indu Chambers, 349/53 Samuel St., Vadgadi, Bombay 400 003.

●28160 — ALGERIA—Lithopone, 6,000 m.t.; titanium dioxide, 4,000 m.t.. No tender documents. No bid deadline. Products for direct sale, and for delivery during 1974. All correspondence (in French) should be addressed to Monsieur Abdelkader Baoudi, SNIC (Societe Nationale Des Industries Chimiques Et Du Verre), B.P. 27, Cinq Maisons, El Harrach, Algers. Cables: SNICEX. Telex: 52840.

28180 — KOREA — Seeks to purchase $300,000 worth of freon gas, R-12, 22, 300 m.t. Kyungwon Machine Co., Ltd., Won Chong Ki, Pres. (I, M), K.P.O. Box 387, Seoul.

●28180 — TAIWAN — Tetraethyl lead for motor mix, 731,000 liters. Composition: Tel 61.45% by weight, ethylene dichloride 18.31%, ethylene dibromide 17.85%, dye 0.062%, solvent, antioxidant and inert 1.78%. Yellow color, freezing point minus 35 degrees centigrade, flash point 100 degrees centigrade. Material to be contained in 200-300-liter capacity steel drums. Tender Number GF4-622535. Bid deadline 10 a.m. local time, Oct. 30. Bids should be submitted to the Procurement Dept., Central Trust of China, Taipei. Bids limited to North America and non-Communist Europe. Total value more than $200,000. Any further information relative to this bid should be obtained directly from the above address.

28183 — SWITZERLAND — Chemical additives for plastics industry (plasticizers, hardeners etc.) for reexport to COMECON countries. Direct purchase & agency. Lacoray SA, Attn: Werner Lutz, Mktg. Mgr. (I, A, D), P.O. Box 143, 1211 Geneva.

28197 — ISRAEL — 5,000 tons per annum of sodium triple phosphate in 1,000 ton lots. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., POB 29868, Tel Aviv.

28199 — TAIWAN — Ethylene vinyl alcohol for producing foam sponge to be used in shoe soles, 50 m.t. monthly. Hsin Chang Enterprises Co., Ltd. (I), P.O. Box 22116, Taipei.

Synthetic materials

28210 — SWITZERLAND — Elastomers for textile industry for reexport to COMECON countries, Lacoray SA, Attn: Mr. Werner Lutz, Mktg. Mgr. (I, A, D), P.O. Box 143, 1211 Geneva.

28213 — JAPAN — ABS and polystyrene waste, natural color, injection grade, 100 metric tons per mo. of each kind. Due to acute shortage of supply in Japan, Sofuku Trading seeks early response. Cable address: Sofukukagaku Tokyo; phone number Tokyo 663-7771. Sofuku Trading Co., Ltd., Attn: Mr. T. Kamae (A, D), 2, 1-Chome, Kobune-Cho, Nihombashi, Chuo-Ku, Tokyo.

28213 — TAIWAN — Thermoplastic resins & plastics materials (powder), 5,000-10,000 tons. Chang's Enterprise Ltd. (I), P.O. Box 30-54, Taipei.

28213 — TAIWAN — ABS resin of impact strength, initial order 100 m.t. Servo Trading Co., Ltd. (I, exporter), P.O. Box 3704, Taipei.

28240 — SWITZERLAND — Synthetic organic fibers of all kinds (acrylic, nylon, elastomers) for reexport to COMECON countries. Direct purchase & agency. Lacoray SA, Attn: Mr. Werner Lutz, Mktg Mgr. (I, A, D), P.O. Box 143, 1211 Geneva.

Drugs

●28300 — MAURITIUS — Supply of drugs and surgical dressings and fabrics. Tender No. 0005, with bid deadline of November 28. Chairman, Tender Board, Ministry of Finance, Port Louis, Mauritius. When received, specifications available in English to firms domiciled in the U.S. from Materials Division, BCABP, Room 2130, U.S. Department of Commerce, Washington, D.C., 20230, Telephone No. ★(202-967-3910).

Gum, wood chemicals

28612 — TAIWAN — In urgent need 100 tons (initial purchase) glacial acetic acid (CH_3COOH equal 60.05), 99 percent in purity, used in textile dyeing industry. Sin Fu Trading Co. (I, Exporter), 110 Chungking N. Rd., Sec. 3, Taipei (103).

Chemical products

28911 — ICELAND — Glues and adhesives—rubber and synthetic primarily for bonding soft polyurethane foams for furniture. Also plans to resell some of the glue for furniture makers. Selsvor S/F, Attn: Halldor Snaeland (M, D), P.O. Box 1227, Vesturgata 71, Reykjavik.

28992 — BURUNDI — Tallow fatty acid fac 1-3, fac 3-5 titer about 38-40 degrees centigrade, used in manufacture of soap. Initial order 100 tons. Annual needs 500 tons. Prices c.i.f. Dar es Salaam. Payment by letter of credit. Savonor (M, D), B.P. 1107, Bujumbura.

Plastic products

30798 — SPAIN — Polyethylene chaff or siftings for use in manufacture of large bags intended primarily for sacking fertilizers. Plasticos Multiples, S.A., Contact: Jose Maria Blanco (M), Iparraguirre 20, Bilbao 11.

Concrete, gypsum, plaster products

32751 — ISRAEL — Gypsum building materials (dry wall boards and studs), used as partitions and room dividers. Inquirer also interested in know-how regarding application of material. Alumayer Ltd. (I, E, M), Rishon Le Zion.

32751 — SWEDEN — Gypsum boards. Byggma Ost AB (M, D, building contractors), Box 349, S-581 03 Linkoping.

Abrasive, asbestos, nonmetalic mineral products

32913 — TANZANIA — Waterproof silicon carbide abrasive papers in cut size 9" x 11" from No. 60 through No. 500 and resinbond aluminum carbide sanding discs, diameter 7" with 7/8" slitted hole, in grains 16, 20, 24, 30, 36 and 50. Requests c.i.f. quotations with one medium grain sample of each item by airmail. G. M. Sulemanji & Sons (I, D, R), P.O. Box 86, Dar Es Salaam.

Steel mill products

33120 — GERMANY — Rolled steel—bars, bar shapes—with flange surfaces, semi-finished products, wire, coarse and middle sheets, cold-rolled fine sheets, galvanized sheet iron, steel for concrete reinforcing. Price quotations, if possible, c.i.f. Rotterdam or Antwerp. Company would also be interested in sales representation for these products. Offers in German. Bucher—Mayer GmbH (I, A, D), P.O. Box 1150, D-7012 Fellbach, Baden Wuerttemberg.

33128, 33168 — ICELAND — Cold finished steel bar shapes; channels, eams and angles. Firm imports about 300 m.t. of these products annually. Quote f.o.b. Norfolk, Va. Al Stal H/F. Attn: Petur Valdimarsson (I, A, D), P.O. Box 409, Akureyri.

33128 — TAIWAN — Special steel for producing machine crank shafts: SAE 1040-1055 bar type, 13mm - 250mm, 500 m/ton per month; SAE 4115-4118, bar type, 13mm - 200mm, 150 m/ton per month; SAE 4140 bar type, 13mm - 1040-1055, plate, 200 m/t annually; SAE 1080-1010, bar type, 200 m/t monthly. Prices requested; cable address "CTSC" Kaohsiung. Chain Tah Special Steel Co., Ltd. (I, D), 121 Po Ai Rd., Kaohsiung (800).

Primary smelting, refining of nonferrous metals

33323 — INDIA — 1000 kg. metallic lead powder. Zell-Ate Ltd., Sintered Products Div. (M), Indian Globe Chambers, 1 Floor, Fort St., Bombay 400001.

Rolling, drawing, extruding of nonferrous metals

33510 — CANADA — Direct purchase of copper water piping—various sizes for resale. Evergreen Distributors, Division of Independosal Lumber Yards (Irly Birds) Limited, Attn: N. Carter, Merchandise Mgr. (I, D), 7846 128th St., P.O. Box 9010, Surrey, B.C.

33515 — BAHRAIN — ½ in. copper tube 3000 x 20 ft. ea.; 1 in. copper tube 300 x 20 ft. ea.; 1¼ in. copper tube 200 x 20 ft. ea.; 1½ in. copper tube 200 x 20 ft. ea. Specifications: BA 659/1963, table No. 1, half hard tempered. Abdulla Ali Rashid Fakhroo (I, D, R), P.O. Box 124, Tijjar Rd., Manama, Attn: Sultan A. R. Fakhroo.

33560 — INDIA — 50 kg. molybdenum wire. Zell-Ate Ltd., Sintered Products Div. (M), Indian Globe Chambers, 1 Floor, Fort St., Bombay 400001.

Primary metal industries

33991 — INDIA — 500 KG grade 601 A-B, and 500 KG of grade 201 A-B aluminum powder for manufacturing sintered bearings; 1500 KG bronze powder; 12,000 KG copper powder; 9,000 KG iron powder; 500 KG nickel powder; 1500 KG tin powder. Zell-Ate Ltd., Sintered Products Div. (M), Indian Globe Chambers, 1st Floor, Fort St., Bombay 400001.

Fabricated structural metal products

34421 — BELGIUM — Overhead-type doors (aluminum - galvinized steel). S.O.R.L. Velghe, Mr. M. Velghe, Mgr. (M, I, A, D), 24-34 Chaussee de Tournai, 8580 Avelgem.

34421 — FRANCE — Metal garage doors. Duval Carpriaux (M), 136 Bd. Jean Ossola, 06700 Saint-Laurent-Du-Var.

34435 — RWANDA — Oxygen cylinders for welding, complete with shut-off valve and screw-on valve protector. Interested in purchasing approx. 800 tanks of six c. m. capacity, 100 tanks of four cm., 50 tanks of two cm., 50 tanks of one cm., 200 shut-off valves. Costa (I, R), B.P. 43, Kigali. Literature in French. Prices quoted should be c.i.f. Mombasa or f.o.b. New York.

34443 — GERMANY — Ribbed airconditioning pipes and tubes. GEFI—

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

28610 — MEXICO — Requires quotation for immediate or urgent delivery of 10,000 kilograms of acetone with no more than 0.3 percent moisture. Order can be shipped in tank car if convenient. Fermentaciones Y Sintesis, S.A., Attn: Joseph Martinez (M, D, R), Apartado Postal 142, Monterrey, N.L., Telex 038729.

32751 — SWITZERLAND — High quality gypsum building products of WT process phosphoric acid plants. Interested bidders requested to offer necessary "know how",. technical assistance and equipment for entire plant. Plant will be established in USSR. Offers should be submitted together with brochures as soon as possible, preferably by cable. Mr. Frank C. McGrew, Crostec S.A. (I, A, consultant), 1 Place du Port, 1204

33120 — GHANA — Quotations urgently requested for supply of steel mill products specified below. Prices should be quoted on f.o.b. U.S. port terms, indicating preferred conditions of sale and delivery time from receipt of confirmed order. Shipment must be made before December 31, when import license expires. Procurement required augment firm's own output to enable it fill important outstanding orders. Round steel bars: Size — ¼" x 30'; quantity—tons—250-500; ⅜" x 30'; 250-500; ½" x 30'; 250-500. Flat bars—1" x ¼" x 20'; 10 tons; 1¼" x ¼" x 20'; 10; 1½' x ¼" x 20'; 10; 2" x ¼" x 20'; 10; 2½" x ¼" x 20'; 10; 1" x ½" x 20'; 10; 1¼" x ½" x 20'; 10; 1½" x ½" x 20'; 10; 2" x ½" x 20'; 10; 2½" x ½" x 20'; 10. Equal angles—1½" x 1½" x ¼"; 20 tons; 1" x 1" x ⅛" x 20'; 20; 2" x 2" x ¼" x 20'; 20; 2½" x 2½" x ¼" x 20'; 20; 3" x 3" x ¼" x 20'; 10. Steel plates—1/16" x 4' x 8'; 20 tons; 3/16" x 4' x 8'; 20; ⅜" x 4' x 8' 20; ¼" x 4' x 8'; 20. Steel sheets—18" gauge x 4' x 8'; 10 tons; 16" gauge x 4' x 8'; 10. Steelworkers Div. of GIHOC, Attn: Dr. A. N. Deheer-Johnson (I, D, M), P.O. Box 320, Tema.

33512 — KOREA — Seeks to purchase $1 million worth of copper tube for refrigeration, ⅛"-1", 50 m.t. Kyungwon Machine Co., Ltd., Won, Chong Ki, Pres. (I, M), K.P.O. Box 387, Seoul.

35190 — KOREA — Small gasoline engines, 3-12 hp. 4,000 ea. Approx. purchase $400,000. Kyungwon Machine Co., Ltd., Won, Chong Ki, Pres. (I, M), K.P.O. Box 387, Seoul.

35410 — KOREA — Seeks to purchase $500,000 worth of presses, lathes; shearing, grinding, hobing, tapping, and horning machines. Kyungwon Machine Co., Ltd., Won, Chong Ki, Pres. (I, M), K.P.O. Box 387, Seoul.

35595 — ARGENTINA — Highly-automated shoe-making machinery for manufacture of men's women's children's leather footwear with cemented leather or injected plastic soles. Plans to erect plant with initial daily capacity of 10,-400 pairs, in two shifts, with possibility of eventual increase to 20,-000 pairs, with product range from children's footwear to women's unlined false moccasins to higher-priced men's shoes. 70 percent will have cemented leather soles, 30 percent injected thermoplastic material, either PVC or polyurethane. Specific items of interest follow: 1) 25 leather-cutting machines, single-arm; 2) one cloth-cutting machine for cloth uppers, linings, etc; 3) 12 skiving machines; 4) three machines capable of split and skiving in same operation; 5) sewing machines to equip two lines with total of 60 positions, each having capacity of 2,500 pieces per shift, each machine having automatic thread cutting, automatic needle positioning, automatic release features; and, if possible, automatic stitchguiding feature, including numerical control equipment; 6) equipment for four lasting lines each capable of finishing 1,300 pairs per shift, to include an automatic roughing process and equipment for direct injection molding of thermoplastic soles; 7) automatic finishing process for leather footwear, capable of handling spraying, painting, polishing, etc; 8) equipment for pre-finishing leather soles, to include cutting, sizing, roughing, attachment of welt and heel, and polishing prior to attachment to uppers; 9) machinery for manufacture of soles of reconstituted leather, including machinery to split sole and inject thermoplastic reinforcement in same operation. Total purchases of equipment for plant will be $800,-000 to $1,000,000. Principal criteria for selection of individual machinery and systems are degree of automation, reliability, flexibility, service. Intends select most advanced equipment available in each case, with highest possible productivity. Operators will be sent to manufacturer for training where appropriate. Orders expected to be placed before end of first quarter of 1974, with delivery to port of embarkation expected within six to nine months of order. Alpargatas SAIC (M, D), Olavarria 1256, Buenos Aires.

35631 — KOREA — Seeks to purchase $1.5 million worth of (1) gas compressors, 1/30-5 h.p., 10,000 ea. (2) gas compressor, ¼-80 h.p., 5,000 ea.; (3) air compressor body, ¼-100 h.p., 3,000 ea. Kyungwon Machine Co., Ltd., Won Chong Ki, Pres. (I, M), K.P.O. Box 387, Seoul.

Gesellschaft Fuer Industriewaerme MBH, Contact: Herr Trappe (M, D), 415 Krefeld, Blumentalstr. 164/166.

Engines, turbines

35112 — AUSTRALIA — Gas turbine self contained and portable, suitable for demonstrating tests on the "gas turbine cycle". Unit should consist of single stage compressor and single stage turbine mounted on common shaft. All instrumentation calibrated in S.I. units.

Quote REF number 1050 closing Oct. 19. The NSW Institute of Technology Thomas St., Broadway, NSW 2007.

Construction, mining, materials handling machinery, equipment

●35300 — AUSTRALIA — Warman Equipment (International) Ltd., 88 Fisher Rd. (P.O. Box 212, Cloverdale, Western Australia 6105), Belmont, Western Australia, manufacturer of the Warman pump is seeking to diversify product line and wishes to acquire agencies and/or licensing agreements to manufacture following related lines of equipment: SIC 35321, underground mining and mineral benefication machinery and equipment; SIC 35322, crushing, pulverizing, and screening machinery; SIC 35323, other mining equipment; SIC 35351 conveyors and conveying equipment. Contact D. B. Hinwood, manager, at above address.

●35300 —, INDIA — Ten down hole hammer type water well drilling rigs capable of drilling 6-inch diameter bores to a depth of 450 feet. Global Tender No. 8:/WBP 1/73-740; bid deadline Dec. 17. Mysore State Agro Industries Corp. Ltd., Hebbal, Bangalore 560024. Tender documents available from General Manager, Agro Engineering Services Div. at above address, with a demand draft for the amount of RS500 per set in favor of Accounts Officer, Agro Engineering Services Div. of the same corporation. When received, specifications available on a short term loan basis to firms domiciled in the U.S. from Transportation and Capital Equipment Div., U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-5593).

●35300 — IRAN — Request package bid covering all equipment for a pumping station and for a local transmission line for the Sar Cheshmeh Copper Mine. The pumping station equipment comprises five unusually high head pumps each 1,150 meter head and each of 13,500 cubic meters per day. The first unit will be diesel driven and the later units will be electrical motor driven from a transmission line. Associated equipment comprises five deaerator units one in line with the suction of each pump, plant, pipework, a 1.25 MVA auxiliary diesel generator, 6.6 KV local transmission line for 15 associated borehold pumps and the usual switchgear and control equipment. Mr. Pollard, Binnie & Partners, Artillery House, Artillery Row, Westminster, London SW1P IRX. Tel: 01-222-7755. Telex 24552.

35310 — ICELAND — Used construction equipment: off-highway wheel tractors, tracklaying type tractors, mobile cranes, concrete mixers, asphalt layers, excavators, loaders, scrapers, graders,

etc. Quote f.o.b. Norfolk, Va. Hordur Gunnarsson Ltd. Attn: Hjortur Sigurdsson, Sales Mgr. (I, A), Skulatuni 6, Reykjavik, P.O. Box 104. Cable: Mulihg. Telex 3143 (Hordur Is).

35318 — BELGIUM — Caterpillar rolling stock — two scrapers type 637 (wheel tractor or push pull) and one compactor 828B. Quote c.i.f. Antwerp. Offers are urgently requested. Mr. R. Gilissen, Mgr. of Betonac N.V. (Road Contractors), Hasseltsesteenweg 106A, 3800 Sint Truiden.

35318 — ICELAND — Used construction machinery: heavy duty, off highway trucks. 35-50 ton load capacity. Quote f.o.b. Norfolk, Va. Hordur Gunnarsson Ltd. Attn: Hortur Sigurdsson Sales Mgr. (I, A), Skulatuni 6, Reykjavik. P.O. Box 104, Cable: Mulihg. Telex 2143 (Hordur Is).

35322 — INDIA — (A) Gyratory crusher suitable for crushing calcined petroleum coke. Capacity 5 tons/hour. Equipment required for firm's graphite electrodes project. (B) Vibrating screen; capacity 2 ton/hour for petroleum coke on screens of 3-6-10 Tyler with aluminum/wooden body and stainless steel wire mesh screens. Supporting frame and bottom pan. (C) Vibrating screen with 2 decks of 20 and 35 Tyler. Other specifications same as at "A" above. (D) Tyler screen assembly comprising: (I) automatic vibrating type of enclosure for placing screen assembly, with 0.25 h.p. single phase motor; (II) regulating timer to note trial timing between 0-30 minutes; (III) 8 inch dia. Tyler screen assembly, with 14 nos. screens of different meshes ranging up to 325 mesh max. Hindustan Electro-Graphites Ltd. (M), M-104, Greater Kailash, New Delhi-110048. Attn: S. C. Gupta, Project Dir.

35334 — DOMINICAN REP. — One used rotary drilling rig (mining), not over two years old, with crawler tractor mountings and mounted compressor, Richdrill C-550 model, or equal, including power plant if possible. Mercantil Antillana, C Por A (I, A, D), 30 De Marzo No. 110, Santo Domingo. Telex-3460229, Ernesto Arostegui.

35351 — ARGENTINA — Specialized conveyor systems to equip four assembly lines in new leather footwear factory, each line to have daily capacity of at least 2,600 pairs in two shifts. Particular interest in designs employing intermittent-advance, allowing use of heat setting process to shape uppers on lasts. Principal criteria for selection will be degree of automation, reliability, and service. Offers should be received within next six months, with orders expected to be placed before end of first quarter 1974. Delivery expected at port of embarkation within six to nine months of order. Alpargatas SAIC (M), Olavarria 1256, Buenos Aires.

35362 — INDIA — Heavy duty fast traveling electric cranes. Modi Steels (M), Modi Nagar U.P., Attn: Development Secretary.

35370 — GERMANY — Hand trucks for pallets. Trapoma Maschinenhandelsges. MBH & Co., KG, Contact: Herr Patt (I, D), 4 Duesseldorf 18, Benrather Schlossallee 62.

35370 — INDIA — One diesel driven mobile ingot handler with tongs for handling 2 T. alloy steel ingots; turn table with hydraulic lift. Modi Steels (M) Modi Nagar, U.P., Attn: Development Secretary.

Metalworking machinery

35410 — ITALY — Advanced lapping superfinishing grinding machine for contact surface of anvils of external measurements micrometer calipers. Circular anvils contact surfaces of a diameter of 6-8mm. are tempered steel at 62 HCR or tungsten carbide at 1700 HV. Must remain parallel in every measuring position with maximum error allowed of 0.002 - 0.003 mm. while surface must be free from marks and of roughness below 0.05 micron. Borletti, Fratelli (M), Via Washington 70, 2014 6 Milan. Firm hopes to complete purchase as soon as possible.

35410 — TURKEY — Milling, grinding, drilling machinery, lathes. Interested in obtaining price quotations. Viktor Bali Ve Ortaklari Kol. Sti. (I, A), Fermeneciler Caddesi No. 50, Karakoy, Istanbul.

35413 — SWEDEN — Flanging machines for finishing automobile mufflers. AB Volvo, Olofstromsverken, Attn: Deisy Bengtsson (M, D), S-293 00 Olofstrom.

35418 — SWEDEN — Saws, power and pliers for metal cutting. Boxholms AB, Attn: Bo Handen (M, D), S-590 10 Boxholm.

35421 — AUSTRIA — Hydraulic bending machine for steel tubes with cleavage saw and tube bending machine for aluminum tubes; designed for COMECON countries. Hermann Hansmann (I, A, D), Helenengasse 1, A-1021 Wien, Postfach 126.

35422 — TURKEY — Hydraulically operated machine tools. Interested in obtaining price quotations. Viktor Bali Ve Ortanklari Kol. Sti. (I, A), Fermeneciler Caddesi No. 50, Karakoy, Istanbul.

35423 — INDIA — Electrical upsetter arranged for connection to 380 volts three-phase power mains 50 cycles. British Motor Car Co. (1934) Pvt. Ltd. (A, D), Pratap Bldg., N. Block Connaught Circus, New Delhi, Attn: Pratap Chand, Mgr. Dir.

35452 — INDIA — Measuring instruments such as internal micrometers, vernier bevel protractor, die maker's square, engineer's square, center square, vernier caliper adjustable depth gauge and dial bore gauges. Zell-Ate Ltd., Sintered Products Div. (M), Indian Globe Chambers, 1st Floor, Fort St., Bombay 400001.

35470 — AUSTRIA — Section rolling mills, destined for Comecon countries. Hermann Hansmann (I, A, D), Helenengasse 1, A-1021 Wien, Postfach 126.

35480 — INDIA — Insulated cover for 180 x 200 mm. 5-8 m. long blooms. Qty. req. one; slow cooling insulated covers for blooms roughed down by forging press each to receive 25 T. of 6 M. long blooms. Qty. req. 6. Modi Steels (M), Modi Nagar, U.P., Attn: Development Secretary.

35481 — SWEDEN — Slitting line machines. AB Volvo, Olofstromsverken Attn: Deisy Bengtsson (M, D), S-293 00 Olofstrom.

35482 — TURKEY — Power driven hand tools. Interested in obtaining price quotations. Viktor Bali Ve Ortaklari Kol. Sti. (I, A), Fermeneciler Caddesi No. 50, Karakoy, Istanbul.

35490 — TURKEY — Machinery having capacity for processing 10,000 tons electrolytic copper expandable in successive stages first to 20,000 and finally to 40,000 tons/year. Interested suppliers should submit offers by indicating price of each item offered separately as well as terms of possible credit arrangements. Bakirsan Bakir Sanayi Mamulleri Ve Ticaret A.S. (M), Buyukdere Caddesi, Osmanbey Apt. No. 52/3, Mecidiyekoy, Istanbul.

Special industry machinery

●**35500 — ECUADOR** — All equipment needed for an organic fertilizer mixer plant, including mixers and TVA-type granulators. Plant capacity: 5 tons per hour. Ingredients used will be phosphated guano and compost, which will be mixed with other chemical compounds. Interested firms should send proposals in Spanish directly to Mr. Adolfo Mena, Jefe de Insumos Agropecuarios, Direccion de Comercializacion y Empresas, Ministerio de Agricultura, San Blas, Quito.

●**35500 — GREECE** — Complete and fully automated lime burning plant with daily production capacity of 80 metric tons burned lime. Electrical hydrating facility with 160 metric ton/day capacity of hydrated lime. Interested firms should submit offers covering supply and installation of above mentioned equipment including technical specifications and descriptive literature directly to: Chr. Hadjiantonioi-Chr. Tsakiris & Co., 18 Phidiou Street, Athens 142, Attention: Mr. Christos Tsakiris, Mng. Dir.

●**35500 — INDIA** — One rotary printing machine required by: Senior Stores Officer, Office of Controller of Stores, Victoria Terminus, Bombay 400-001. Bid number 13/73/3778, with a deadline of Dec. 14. Tender documents available from India Supply Mission, Washington, D.C. 20008, for $3.50.

●**35500 — INDONESIA** — Government Estates Enterprise VII has requested bids for the supply of equipment for purification stations at the Bah Jambi and Gunung Bayu Palm Oil Mills in North Sumatra. Equipment to include vibrating screens, self-cleaning strainers, sludge separators, vacuum oil dryer, oil coolers, oil purifier, sand cyclones and a crude oil transfer pump. Tender number: 07/IDA/18/73. Bid deadline Oct. 22. Project to be funded by International Development Assn. Customer: Perusahaan Negara Perkebunan VII, c/o Jalan R.A. Kartini 8 C Medan, North Sumatra, Indonesia. One copy of tender documents is available for short-term loan from the Transportation and Capital Equipment Division, Room 2806, BCABP-464, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-5566).

35521 — MOZAMBIQUE — Machinery for new, automatic, or semiautomatic plant for production of 150 tons of sterile absorbent cotton per yr. Previous plant destroyed by fire. Owners have 18 months to install new plant or lose charter. Interested U.S. exporters should submit catalogs, price lists, blue-prints for installation of complete equipment, except power generating boilers, indicating prices c.i.f. Port of Lourenco Marques, delivery time needed, willingness to accept payments on deferred basis in keeping with existing import regulations (maximum of 20% in first year and

balance over at least three yrs.). Absorbent cotton to be packed in zig-zag fashion (folded pads) in bags of one kilogram, 500 grams and 250 grams. Hope to start installation of plant in May. Companhia Industrial Algodoeira, Lda. (CIAL), Attn: Hugo Ferreira, Mgr., (M), Km. 9.5 Ave. de Mocambique or P.O. Box 1291, Lourenco Marques.

35540 — ARGENTINA — One automatic box-making machine, for manufacture of cardboard shoeboxes and lids. Must be capable of maximum production of 15,000 units per shift with dimensions ranging from 15 to 40 centimeters in length, and require one operator. Principal criteria for selection will be degree of automation, reliability, and service. Offers should be in hand before end of 1973, with delivery to port of embarkation required within six to nine months of placing order. Equipment needed for new shoe plant with projected capacity of over 10,000 pairs of leather shoes per day. Alpargatas S.A.I.C. (M), Olavarria 1256, Buenos Aires.

35552 — ARGENTINA — One automatic machine to mark shoe boxes with identification number, article name, size, etc., in one or two colors, in single operation. Must be able to handle up to 15,000 boxes per shift, with single operator. Also, a second machine to mark shoe linings with size, other specifications. Both items needed to equip leather footwear factory with projected daily capacity of 10,400 pairs. Principal criteria for selection will be degree of automation, realiability, and service. Orders must be placed before end of first quarter of 1974, with delivery to port of embarkation expected within six to nine months of order. Alpargatas S.A.I.C. (M), Olavarria 1256, Buenos Aires.

35591 — TAIWAN — Capsule making machine for mass production of hard gelatin capsules. China Chemical & Pharmaceutical Co., Ltd., Attn: Mr. S. S. Tsai, Foreign Dept. (M, D), P.O. Box 596, Taipei.

35592 — SWEDEN — Continuous molding machines. Boxholms AB, Attn: Bo Handen (M, D), S-590 10 Boxholm.

35593 — NEW ZEALAND — Single parison, 2 station plastic blow moulding machine, three litre capacity similiar to HBD/HBV or B & KUM. Requests prices and full description. Intermold Plastics Ltd. (M), P.O. Box 51, Paraparaumu.

35593 — SWITZERLAND — Plastic film extrusion systems. Particular interest in polyolefin making equipment maximum width of 2000 millimeter. Desires to acquire production know-how. Related plastic film processing equipment: film guiding, expanding equipment, automatic tension control, width control, wrinkle removal, plastic film printing, cutting equipment; other accessory equipment such as bag making, technical film processing equipment. Direct purchase for own manufacture. Vinora AG, Attn: Mr. Paul Menzl, Dipl. Ing. (M, D), Holzwiesstrasse, CH-8640 Rapperswil SG.

35595 — TANZANIA — Salt refining plant—yearly capacity of 20,000 tons of pure, dried, free-flowing (kitchen) salt. Equipment to include refining and drying units and machinery for iodizing and packaging final product. Wishes manuals, quotations from suppliers of complete plants or from individual component manufactures. Suggest interested parties submit summary proposal by air mail. Nyanza Salt Mines (Tanganyika) Ltd., Attn: S. Madunda, Gen. Mgr. (M, D), Uvinza, Kigoma Region.

35595 — TURKEY — Complete line of machinery for manufacture various kinds electronic capacitors. Projected yearly output to be 2,100,000 tantalum capacitors; 7,000,000 electrolytic capacitors; 8,000,000 plastic foil capacitors; 700,000 variable capacitors; 10,000,000 ceramic capacitors; and 4,200,000 trimmers. Wishes price quotations on required machinery, descriptive materials, suggested plant layout. Balya Electronik Sinai Ve Ticaret Anonim Sirketi (M), Balikesir.

General industrial machinery

35640 — UNITED KINGDOM — Air purification equipment—electrostatic precipitation equipment. General Protection Equipment S.A., Mr. Ramet, Mgr. (I, A, D), 62 Ave. Gen. Medecin Derache, 1050 Brussels.

35670 — INDIA — Consumable resistor type electrical soaking pits with holding capacity of 72 tons and capable of heating 2 tons of alloy steel. Qty. required: one set. Modi Steels (M), Modi Nagar, U.P., Attn: Development Secretary.

35672 — INDIA — Furnaces of different specifications. Modi Steel (M), Modi Nagar, U.P., Attn: Development Secretary.

35690 — AUSTRALIA — Second-hand machine to fill and package washing powder in 600 gram and 1 kilogram packets. Speed required 80 to 100 of 600 gram packets per min., and 40 to 50 of 1 kilogram packets per min. Buyer will forward sample packets on request. Requires prices, specifications, availability. Mr. S. E. Lang, Factory Mgr., R. M. Gow & Co., Ltd. (M, D, I), Gow St., Moorooka, Queensland 4105.

35690 — INDIA — (A) Vertical coke dryer, capacity 1.5 tons/hour, for drying calcined petroleum coke with moisture 5% at entrance and 0.1% at exit, or capacity 5 tons/hour for drying calcined petroleum coke with moisture 2.5% at entrance and 0.1% at exit. (B) Vertical coke dryer for drying metallurgical coke with moisture 20% at entrance to less than 1% at exit. Capacity 2 tons/hour. Hindustan Electro-Graphites Ltd. (M), M-104, Greater Kailash, New Delhi-110048. (Attn: S. C. Gupta, Project Dir.).

Office, computing, accounting machines

●**35700 — AUSTRALIA** — Supply, installation and maintenance of computing equipment for the Dept. of Defense, Canberra. Tender No. 28-7440/71/47, bid deadline Nov. 27. Invited by the Secretary, District Contract Board, Dept. of Supply, 428 George St., Sydney N.S.W. 2000, Australia. Copies of tender schedule available at Australian Consulate General, 636 Fifth Ave., New York, N.Y. 10020.

Electrical industrial apparatus

36210 — ITALY — Transceivers. Agency arrangement; also willing to buy directly for resale in domestic market. Dabel (D), 26 Via Maini, 41100 Modena.

36213 — SWITZERLAND — Diesel engines for stationary use; (e.g. power generation) also for compressors and trucks for reexport for COMECON countries. Direct purchase & agency. Lacoray SA, Attn: Werner Lutz, Mktg. Mgr. (I, A, D), P.O. Box 143, 12211 Geneva.

36216 — BELGIUM — Electric gear motors to drive overhead travelling cranes. Quote c.i.f. Antwerp. Quantities: ten units per month. F. Femont, Mgr., NV Femont (I, wholesaler, constructor), Koniging Astridlaan 14, 2659 Breendonk.

36231 — AUSTRIA — Tube welding machines destined for Comecon countries. Hermann Hansmann (I, A, D), Heienengasse 1, A-1021 Wien, Postfach 126.

36240 — INDIA — 2000 KG carbon blocks and 2000 KG graphite powder. Zell-Ate Ltd., Sintered Products Div. (M), Indian Globe Chambers, 1 Floor, Fort St., Bombay 400001.

Household appliances

36360 — AUSTRALIA — Sewing, buttonhole and eyelet machines and attachments suitable for use in manufacture of children's clothing. Company particularly interested in machines and attachments to make easier use of inexperienced labor. Information and prices requested. Charles Trigger, Pollyanna Creations Pty. Ltd. (M), Pollyanna House, 17 Jurgens St., Woolloongabba, Brisbane Queensland 4102.

Electrical lighting, wiring equipment

36427 — BELGIUM — Hanging lamps with bayonet-socket and switch, tanned wire guard, for garage use. Must conform to European electrical regulations. Quantity: 50,000 units. S. A. Sobimport, P. Renault, Dir. (I, A, D), 16 Ave. de la Floride, 1180 Brussels.

Radio, television receiving sets

36511-36512 — ITALY — Household radios, television receivers. Agency arrangement; also willing to buy directly for resale in domestic market. Dabel (D), 26 Via Maini, 41100 Modena.

36511 — IVORY COAST — Auto radio with M.W. band, and 3 or 4 short wave bands covering 49-11 meter bands; casette players for auto, attached or separated from radio. Intraco S.A.R.L. (I, D), Boite Postale 1386, Abidjan. Tel: 32-31-92. Telex 592.

36515 — GERMANY — Any type of special products in field of TV receiving systems, i.e. video-technical products, sound-technical products, monitors, modulators, etc. Delivery c.i.f. Munich; payment against invoice. Fernseh-System Gesellschaft FSG (M, D), D-8042 Muenchen-Oberschleissheim.

Communication equipment

●**36600 — INDIA** — Supply of narrow band, long haul, microwave line-of-sight radio relay system on various sections of Indian railroad. Tender No. W3/MW/1 of 1973; bid deadline Nov. 19. Invited by the Director (S and T), Railway Board, Rail Bhavan, Raisina Road, New Delhi. Tender documents available at $6.50 per copy from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. The receipt for tender must be sent along with your quotation. Make check in favor of India Supply Mission, Washington, D.C.

●**36600 — INDIA** — Supply of load frequency control equipment and mosaic

boards. Tender no. IDA/UPSEB/17, bid deadline Nov. 15. Tender documents available at $13.75 per copy from the Superintending Engineer, Electricity Substation Design Circle, Uttar Pradesh State Electricity Board, 10 Madan Mohan Malvia Marg. Lucknow 226 001, Uttar Pradesh. Make payment in form of postal money order/bank draft payable at Lucknow in favor of Superintending Engineer, UPSEB at the above address. The project is to be financed by a World Bank loan.

●36600 — INDIA — Supply of hydrostatic pressure balance indicator and transmitter indicating and recording instruments; additional water level indicator; float actuated transmitter and counter indicator, etc. Tender No. 1394/BPO/PR/56675-I-672/7525/I684, bid deadline Nov. 20. Invited by the Chief Purchase Officer, BEAS Purchase Org., Talwara Township, Dist. Hoshiarpur, Punjab. Tender terms and conditions available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, at $6.50 per set. Send fee in form of a bank draft in favor of FA & CAD Talwara Township, through the State Bank of India, Talwara.

●36600 — INDIA — Supply of TV end links for transmission of television signals from microwave terminal stations to TV transmitting stations either on standard coaxial cable or by microwave systems. Tender No. 12-31/73-MMD, bid deadline Dec. 4. Tender documents available at $2.75 per set from Assistant Director General, Room No. 514, P&T Dtc. Dak Tar Bhavan, New Delhi 110 001, India. To obtain tender documents please send a demand draft on any scheduled Indian bank in New Delhi in favor of Accounts Officer (C & A) D.G.P&T. Airmail to above address.

●36600 — IRELAND — Supply, installation and testing of primary subscriber cables in the Dublin city area. Tender No. DNC(L)4/73, bid deadline Nov. 8. Tender documents available from Department of Posts and Telegraphs, Contracts Sec., Marlborough St., Dublin. When tenders are received from Ireland they will also be available on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-4822).

●36600 — IRELAND — The bid deadline for the supply and installation of automatic telephone equipment has been extended to Nov. 5. The tender number is C/610/10/3, invited by the Department of Posts and Telegraphs, Contracts Sec., Marlborough St., Dublin. Tender documents available on five-day loan basis from Science and Electronics Div., BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-4822).

Electronic components, accessories

36740 — GERMANY — Company wants to purchase (for resale) transistors, diodes, rectifiers, integrated circuits and thyristors. Delivery f.o.b.; payment 60 days net or 14 days; 30 percent discount. Gustav Beck KG Contact: Theodor Beck (A, D, I), D-85 Nuernberg 5, Praterstrasse 32.

36795 — INDIA — Following products to produce silicon devices: Silicon diodes—diffused wafers capable of giving chips of following ratings: 150 amps., 1200 piv., 5,000 chips; 150 amps., 1500 piv., 5,000 chips; 150 amps., 1800 piv., 10,000 chips; 200 amps., 10,000 chips; 300 amps., 1800 piv., 10,000 chips; 1 amp. up to 1,000 piv., 2,500,000 chips. Silicon controlled rectifiers (SCRS): 150 amps., 1500 piv., 5,000 chips; 200 amps., 1500 piv., 10,000 chips; 200 amps., 1800 piv., 10,000 chips; 300 amps., 1800 piv., 10,000 chips. Silicon diode pellets: 200 amps., 1500 piv., 10,000 chips; 200 amps., 1800 piv., 10,000 chips; 300 amps., 1800 piv., 10,000 chips. Silicon diode pellets: 200 amps., 1500 piv., 10,000 chips; 200 amps., 1800 piv., 10,000 chips. Silicon controlled rectifier pellets: 200 amps., 1500 piv., 1,000 chips; 200 amps., 1800 piv., 1,000 chips. Usha Rectifier Corp. (INDIA) Ltd. (URC) (M, 12/1 Mathura Rd., Faridabad, Haryana. Attn: S. Erry, Project Officer.

Aircraft, parts

37213 — BAHAMAS — Group of Bahamians planning to set up charter airline to serve southern islands of Bahamas and to make their aircraft available on a charter basis to Bahamasair, national flag carrier. Interested in purchasing or leasing up to four used DC3 passenger aircraft with Pratt and Whitney engines and cargo door, configured for at least 30 passenger seats, and a C-47 cargo aircraft. Specifically interested in U.S. Navy aircraft of this type which have become obsolete. Irwin G. Stubbs, Caribbean Mkt. & Trade Development Ltd. (charter airline—still to be formed), 250 Bay St., P.O. Box 3903, Nassau.

Ship building, repairing

37311 — PERU — Five used flat-bottomed tank barges; 4 of 110' x 30' and 1 of 120' x 32'; all with draught of 5' to 5½'. Needed without equipment and delivered at Port of Houston by November 15, 1973. To be used in transportation of crude oil through rivers in Peruvian Amazon basin. Barges are for re-sale to government's enterprise Petroleos Del Peru (Petroperu). Fertailizantes E Insecticidas S.A. "Ferinsa" (I, A, D), P.O. Box 1961, Lima 1. Cable: Ferinsa-Lima; Phone: 22-9508. Attn: Alfredo Battistini Moore, Mgr.

37313 — KOREA — Used ships less than eight years old. Korea Shipping Corp. Seoul 5276. Chu, Yo Han, Pres. (I), IPO Box 1164, Seoul, 100.

37313 — KOREA — Wishes to purchase used ships less than 8 yr. old. Tong Yang Cement Mfg. Co., Ltd., Lee, Yang Koo, Chrmn. (I), CPO Box 251, Seoul 110.

37313 — UNITED ARAB EMIRATES — Fire boat to augment fire fighting equipment in Abu Dhabi, where traditional dhow traffic uses estuary flowing through center of city and a large new port has recently been opened. Sheikh Hasher Bin Mana' Al-Maktoum, Dubai Fire Brigade (government department), Fire Brigade, Dubai Municipality, POB 67, Dubai. Requests catalogs, quotations.

Railroad equipment

●37400 — MOROCCO — Supply of 32 bogie-tank wagons to be assembled in Morocco for transportation of phosphoric acid. Offer can be for supply of parts only or for both supply and assembly. Bid deadline November 1. Correspondence, preferably in French, should be with M. le Chef de Service Materiel et Traction, Office National des Chemins de Fer, 19, Avenue Ben Abdallah, Rabat, Morocco. Specifications available for 100 dinars (DH) approximately $25.40, either at the above address in Rabat or in Casablanca at Entretien de Casablanca (Materiel Remorque) Rue Jaafar el Barmaki.

●37430 — IRAN — Supply of fibre-insulated rail joints and wooden fishplate. Items shall include 500 pcs. of four-hole rail joints, 300 pcs. of six-hole joints, and 6,000 pcs. of fishplate which can withstand a temperature of 212 degrees F. Bid deadline is Oct. 30. Tenderer is Iranian State Railways. Tender and specs. available from Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007, for 200 rails (approx. $3).

●37430 — MALI — Supply of freight and passenger cars, in lots as follows: A: two first-class pass. cars; two second-class pass. cars; B: three air cond. first-class cars; five second-class cars; C: 50 covered freight cars of 35 to 40 tons, 25 covered freight cars for transport of perishables, 20 freight cars with drop sides, 8 flat cars, and 22 freight cars for transport of ballast. Bid deadline—Dec. 26. Financing by World Bank. All correspondence, in French, shall be with Directeur General de la Regie du Chemin de Fer, BP 260, Bamako, Mali. Prices quoted should be in Malian Francs and U.S. dollars. Tenders may be purchased from above address for the following prices: 10,000 MF (approx. $20) for lot A, 20,000 MF (approx. $40) for lot B and 50,000 MF (approx. $100) for lot 8C.

●37430 — NEW ZEALAND — Supply of 90 bogies for rail passenger cars. Bid deadline Nov. 14. Correspondence should be with New Zealand Govt. Railways, Director of Stores' Office, Private Bag, Wellington 1. Tenders available from Embassy of New Zealand, Office of the Commercial Minister, Suite 308, 1145—19th St., NW., Washington, D.C. 20036. Refer to tender #73/682.

●37430 — NEW ZEALAND — Supply of railway tank cars, in multiple lots of 10, up to 30. Cars of Class UC. Bid deadline Dec. 5. Correspondence should be with New Zealand Government Railways, Director of Stores' Office, Private Bag, Wellington 1. Tenders available from Embassy of New Zealand, Office of the Commercial Minister, Suite 308, 1145—19th St., NW., Washington, D.C. 20036. Refer to tender #73/845.

Surgical, medical, dental instruments

●38400 — SRI LANKA (CEYLON) — Supply of radiographic contrast media for arteriography aertography and angio cardiography; radiographic contrast media for intravenous urography, arteriography and cerebral angiography; radiopaque contrast media for filling of cavities and tracts. Bid deadline is Oct. 23. Invited by the Department of Health, P.O. Box 584, Colombo, Sri Lanka. Tender documents available from Embassy of Sri Lanka, 2148 Wyoming Ave., NW., Washington, D.C. 20008. Reference: COM/TEN/73/80.

38410 — FRANCE — Massage equipment (medical) for use in thalassotherapy. Wilbois Equipement (M), 182 Rue

De Pont-A-Mousson, 57—Montigny-Les-Metz.

38420 — FRANCE — Artificial organs. Direct purchase & agency. Etablissements Paul Louis (I, D), 27 Rue Jean Jaures, 92270 Bois-Colombes.

38421 — BELGIUM — Artificial limbs and parts. Quote c.i.f. Antwerp. Spronken, Orthopedie (M, I), Grotestraat 44, 3600 Genk.

Photographic equipment, supplies

38612 — GERMANY — Any type of photocopying equipment. Requests delivery c.i.f. Hamburg; payment L/C. Direct purchase & agency. Photo-Porst KG, Contact: Herr Heinz Wohlrab (R, D), D-8500 Nuernberg, Veilhofstrasse 6.

Watches, clocks, parts

38731 — AUSTRALIA — Digital clocks, fully electronic, using main's frequency as time base, 240 volt. Australian Time Equipment Pty. Ltd. (I, D), 192 Princes Highway, Arncliffe, NSW 2205.

Wholesalers

50930 — TAIWAN — Scrap copper wire, 2mm - 8mm dia., 10,000 - 20,000 tons. Chang's Enterprise Ltd. (I), P.O. Box 30-54, Taipei.

50930 — TAIWAN — Scrap aluminum, 99.8% in purity, 2,000 m.t. initial order. Windmill Co., Ltd. (I, exporter), P.O. Box 3593, Taipei.

French Mail Order Firm Seeks U.S. Consumer, Hunting Items

A French mail order house is interested in importing a wide variety of American consumer goods to add to its line. Not only is Manufrance a leading distributor of consumer items, but a manufacturer of bicycles and sewing machines, in addition to being one of the most important European suppliers of hunting arms.

The firm would like to receive direct offers and quotations from American manufacturers of: hunting and fishing equipment, sports items, tools, housewares, textiles, radios, watches and jewelry. All offers are of interest to Manufrance, including genuine novelties and gadgets.

Manufrance employes 3,000 workers, issues mail order catalogs containing some 800 pages featuring more than 30,000 products and also publishes a monthly magazine, *Chasseur Français*, with catalog section in editions of 850,000 copies. Moreover Manufrance operates a distribution system of 80 retail outlets in France and North Africa.

Interested manufacturers should write directly to Monsieur Henri Hugues, Directeur des Achats, Manufrance, 42033 St. Etienne CEDEX, France.

U.S. Merchandise Needed For Japanese Catalog Operation

The Sogo Trading Co. Ltd. is seeking an American source of merchandise supply to initiate a catalog sales operation in Japan. The company currently imports folk art, apparel, and sporting goods. Interested firms should write directly to Sogo Trading Co. Ltd., Keizai Center Building, North 1 West 2, Sapporo, Japan.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Meat products

20150, 20240, 20330, 20334, 20700 — BAHRAIN — Frozen cakes, canned fruits, juices and vegetables, candies, frozen sausages. Owns and operates hotel, guest house, supermarket and two other selling points. Moon Store (I, A, D), P.O. Box 247, Manama. Attn: Mr. M. Akhtar Zadeh.

Canning, preserving foods

20336 — SINGAPORE — Tomato paste. Wishes to be agent and contact U.S. suppliers of tomato paste (28-30 percent dry solid packed in tins of minimum weight five kilos.) Importing approx. 350 tons a year (price quotation c.i.f. Singapore). A. Clouet & Co. Pte. Ltd., Attn: G. Delabarde, Sales Mgr. (I, A, D), 33-36 Wallich St., Singapore 2. (Post Office Box 1922).

Food preparations

20996, 20338, 20520, 20710, 20336 — BAHRAIN — Hot sauce, vinegar, tomato paste and sauce, biscuits, foodstuffs, confectionery, honey, general grocery products. Agent/distributor agreement direct with manufacturers for Bahrain and Gulf area. Gholam Reza Kaserooni & Sons (I, A, D), P.O. Box 149, Manama. Attn: Mr. Haider Kazerooni.

Yarn, thread mills, products

22800 — BELGIUM — Cotton, man-made fiber and wool yarn. Belgian Textile Co., S.A., Mr. De Vos, Mgr. (A, I, D), Grote Steenweg 134, 9721 Zevergem.

Textile goods

22940 — BELGIUM — Processed waste and recovered fibers and flock. Belgian Textile Co., Mr. De Vos, Mgr. (A, I, D), Grote Steenweg 134, 9721 Zevergem.

Men's, boys' furnishings

23212 — SWEDEN — Men's and boys' T-shirts. J. O. Soders AB (I, A, D), P.O. Box 49049, S-100 28 Stockholm.

Women's, misses, juniors' outerwear

23393 — SWITZERLAND — Blue jeans, second hand or store returns. Boutique Crazy Jeans (I, D, R), Marterey 24, 1005 Lausanne.

Industrial chemicals

28123 — EL SALVADOR — Sodium hydroxide (caustic soda in flakes), as well as other industrial chemicals such as paraffin, calcium carbonate, sodium chloride, and pharmaceutical chemicals such as citronella oil, sodium bicarbonate, thiamine, iodine and sulfa drugs. Exclusive representation of above chemicals for sale in El Salvador and/or the whole of the Central American area. Representaciones Herman L. Schlageter (A), Apartado Postal 1994, Calle Lorena 112, Colonia Roma, San Salvador.

28199 — TAIWAN — Industrial chemicals, each 100 m.t. per yr.: potassium permanganate; potassium carbonate; sodium nitrite; sodium nitrate; arsenic acid; chromic acid; sodium chromate; potassium chromate. Morrison & Co., Ltd. (I), 2nd Floor, 41-3 Chang An E. Rd., Sec. 1, Taipei (104).

Soap, detergents, cleaning preparations, perfumes, cosmetics

28440 — BAHRAIN — Toilet preparations, air freshners. Agent/distributor agreement direct with manufacturers for Bahrain and Gulf area. Firm already represents two U.S. companies and is interested in dealing with and representing more. Gholam Reza Kaserooni & Sons (I, A, D), P.O. Box 149, Manama. Attn: Haider Kazerooni.

Agricultural chemicals

28790 — GREECE — Chemical sprays to protect almond, other fruit trees from frost for treatment of minimum 300,000 almond trees and extensive peach orchards. Exclusive agency. Constantinos Lefoussis (I, A), 83 Iasonos St., Volos.

Chemical products

28993 — ITALY — Additives for foundry sand. Exclusive agency. Bandera Rag. Franco (A, I), Via C. Cantu Lo, 20025 Legnano (Milano).

Plastic products

30790 — UNITED KINGDOM — Laminated plastic facing materials; rigid plastic foams; plastic moulding. Technical Resin Bonders Ltd., Contact: G. S. Newell, Mng. Dir. (M, D, exporter), St. Peter's Hill, Huntingdon PE18 7EJ.

Glass, glassware

32293 — HONG KONG — Fiberglass tissue for airconditioners. Tung Tai Trading Corp. Ltd. (A, D), 1520 Prince's Bldg., Ice House St., Hong Kong.

Pottery, related products

32620 — ICELAND — China tableware. Wishes to become exclusive distributor in Iceland. Samband of Iceland. Attn: Rimar Charlesson (I, A, D), Dept 42 Reykjavik.

Steel mill products

33121 — TURKEY — A. H2 pig. B. Pig iron with carbon content between 3.20-4 percent. Quantity: 90,000 tons per yr. Material to be delivered about June, provided buyer, state-owned Karabuk Iron & Steel Mills, accepts terms offered by vendor. Daga-Tan wants to cooperate with U.S. supplier not represented in Turkey for future needs this organization. Daga-Tan Ticaret Sanayi Ve Madencilik Ltd. Sti. (A), Gumussuyu Caddesi 75/2, Taksim, Istanbul.

33122 — KOREA — Steel ingot and semifinished shapes: wire rod, AISI grade 1010 or 1015. Monthly potential market is about 1,000 m.t. Ahjeen & Company, Park Chae-Kyu, Mgr. (A), I. P. O. Box 3153, Seoul.

33122 — TURKEY — Heavy-melting steel scrap. Dimensions not greater than 60 x 24" thickness not to be less than ¼". Annual requirement: 60-90,000 tons. As general rule, first quality material required with up to 20-25 percent, second quality material being allowed in

some cases. Material to be delivered about June, provided buyer, state-owned Karabuk Iron & Steel Mills, accepts terms offered by vendor. Daga-Tan wants to cooperate with U.S. supplier not represented in Turkey for future needs. Daga-Tan Ticaret Sanayi Ve Madencilik Ltd. Stil. (A), Gumussuyu Caddesi 75/2, Taksim, Istanbul.

33124 — TURKEY — A. Profile steel, UST 37.1 Bin 17100 quality. Tolerances for INP: din 1025, tolerances for UNP: din 1026. Required lengths: 11-12 meters. (10-15 percent of material may be shorter, but not shorter than 6 meters.) Dimensions for INP and UNP: 80-100-120-140-160 mm. Quantity: about 60,000 tons/year. B. Reinforcing bars, quality: UST 37.1, din 1045. Tolerances: in accordance with din 1013. Material to be in coils or rods. Diameters: 6-8-32 mm. Quantity: 50-60,000 tons. C. Angle iron UST 37.1, din 17100. Tolerance: din 1028. Dimensions: 30 x 30 x 4 mm., 40 x 40 x 4 mm., 50 x 50 x 5 mm. Quantity: 25-30,000 tons. D. Steel billets: ST 37.1, din 17100. Chemical analysis: 0.14-0.22%; mo. 30-0.60%, silicium 0.07% max. Dimensions: 60 x 60 mm., 70 x 70 mm., 75 x 75 mm., 80 x 80 mm., 85 x 85 mm. Lengths: 10-12 meters. Quantity: 150,000 tons. Material to be delivered about June, provided buyer, state-owned Karabuk Iron & Steel Mills, accepts terms offered by vendor. Daga-Tan wants to cooperate with U.S. supplier not represented in Turkey for future needs. Dage-Tan Ticaret Sanayi Ve Madencilik Ltd. Sti. (A), Gumussuyu Caddesi 75/2, Taksim, Istanbul.

33126 — BAHRAIN — Steel pipes and fittings. The Hashmi Engineering Works (A, D, M), P.O. Box 110, Manama. Attn: Mr. S. O. Ali Shah.

Cutlery, hand tools, general hardware

34230 — BAHRAIN — Hand and electrical tools. The Hashmi Engineering Works (A, D, M), P.O. Box 110, Manama. Attn: Mr. S. O. Ali Shah.

34294 — BAHRAIN — Builders hardware. The Hashmi Engineering Works (A, D, M), P.O. Box 110, Manama. Attn: Mr. S. O. Ali Shah.

Heating apparatus, plumbing fixtures

34336 — FRANCE — Domestic incinerators, except electric. Compagnie de Distribution Thermique (D), 62 Rue Doyen Gosse, 38600 Fontaine.

34336 — JAPAN — Incinerators to burn liquid waste directly (requiring no advance dewatering process). Tokyo Press & Die Co., Ltd., Attn: Mr. R. Shimakata, Planning Dept. (D, M), Asahi Bldg., 12-2 Nihombashi 3-Chome, Chou-Ku, Tokyo 103.

Fabricated structural metal products

34421 — BAHRAIN — Fabricated aluminum doors and windows. The Hashmi Engineering Works (A, D, M), P.O. Box 110, Manama. Attn: Mr. S. O. Ali Shah.

Metal stampings

34618 — SWITZERLAND — Novel garbage and waste handling and storage containers for restaurants, hotels, household use. Heberlein International Trading, Attn: Mr. Gattiker (I, A, M), 9630 Wattwil.

Farm machinery

35227 — SWITZERLAND — Accumulator operated lawn mowers, lawn edge cutters. Exclusive agency for Switz., Benelux, Scandinavian countries. Heberlein International Trading, Attn: Mr. Gaiker (I, A, M), 9630 Wattwil.

Special Action

Each of the following agency opportunities is deemed to rate the special attention of American manufacturere and suppliers by the U.S. Commercial Officers overseas.

28100 — SWITZERLAND — All kinds of chemicals, organic and inorganic; specialty chemicals. Friedrich Steinfels AG, Attn: Mr. Reinhard W. Fischer, Deputy Dir. (M, A, D), Heinrichstr. 225, 8023 Zurich 5.

35340 — BANGLADESH — Requests quotations soonest for 18 passenger and 1 service elevator and 10 dumb waiters needed in uncompleted Government complex. Elevators need speed of 500 ft./min. and capacity of 3,500 lbs. Platform size must fit hoistway opening of 9'4" by 7'6" with center opening doors measuring 4' 0" by 7'0". Elevators to be of gearless construction operated by individual motor generator sets. Control system shall include power door operation and 2-way leveling. All cars to have following extra features: load weighing, landing call by-pass; position indicators over each car door; dual beam photo cell door protection system; hall lanterns and gongs on groups of two or more cars; car stop inspector's control buttons with and without attendant control system. Single car to have selective, collective control and groups to have supervisory control with automatic dispatching. Cars to be of plain steel construction, with interior design and finishing to architect's satisfaction. Elevators to extend four or five stories. Electronic Engineers & Consultants Ltd. (A), Hotel Purbani International, 9th Floor, Room Nos. 930-944, 1 Dilkusha Commercial Area, Dacca 2.

36612 — FRANCE — Telephone headsets, automatic telephone selectors with electromagnetic number programing, equipment for conversion of telephone communications to teleprinters, Informatic Management Systems (IMS) (D, R), Residence Kennedy, 15 Ave Du Marechal Foch, 54000 Nancy.

Construction, mining, materials handling machinery, equipment

35319 — NETHERLANDS — Machinery and equipment, especially heavy-duty parts and attachments, for the construction and concrete industries. Exclusive sales representations requested. Also interested in direct purchase on an exclusive basis. Wive Techniek B.V. (I, A), 4 Paolalaan, Nunspeet.

35330 — BAHRAIN — Oil field and drilling products. The Hashmi Engineering Works (A, D, M), P.O. Box 110, Manama. Attn: Mr. S. O. Ali Shah.

35334 — INDIA — Water well drilling rigs, fast duty down the hole hammer type suitable for drilling 6 inch dia. bores to a depth of 450 ft. Firm wants to participate in IDA financed global tender recently issued by Mysore State Agro Industries Corp. (MSAIC), Bangalore, for import of 10 nos. rigs and several accessories. Bid deadline of tender 12/17/73. D.S.S. Industries (Pvt.) Ltd. (A, D), B-35 Greater Kailash, New Delhi-48. (Attn: Col. H. S. Chandhoke, Chief Tech. Executive).

Metalworking machinery

35415 — BELGIUM — Sliding, surfacing and screwcutting center lathe swingover bed required approximately 25", swingover saddle approximately 18". Possibility of numerical control adaptation desirable. Exclusive distributorship or agency arrangements for Belgium, Netherlands, Luxembourg. Ateliers Demoor, S.A. (I, M), Boite Postale 50, 1190 Brussels.

35418 — UNITED KINGDOM — Sawing and cutoff machines, power saws and tapping machines. Scot Urquhart Ltd., Mr. G. Urquhart, Dir. (I, D), 371-373A Earlsfield Rd., London S.W. 18.

35452 — UNITED KINGDOM — Gauge blocks. Scot Urquhart Ltd., Mr. G. Urquhart, Dir. (I, D), 371-373A Earlsfield Rd., London S.W. 18.

35482 — GERMANY — Tools, hand; power driven—woodworking and metalworking. Sartorius Nachf., H., Contact: Bernd Schrader (A, I, D), 4 Duesseldorf, Graf-Adolf-Strasse 49.

35482 — ICELAND — Power-driven hand tools, parts and attachments. Wishes to act as exclusive distributor. Bjorn Gudmundsson & Co., Attn: B. Gudmundsson (I, A, D), P.O. Box 531 Laugavegur 29, Reykjavik.

35482 — VENEZUELA — Tools, hand. Victor Rafael Escobar & Cia. (A, D), Edificio Pacifico 2D0. Piso No. 40, Calle Real de Sabana Grande, Caracas, D.F. or Apartado Postal 50113.

Special industry machinery

35555, 38615, 28695 — NETHERLANDS — Offset plates and offset blankets and related parts, attachments and accessories for printing trades machinery and equipment. Graphic arts film for printing trades industry. Chemicals, solvents for use in printing trades. H. L. Van Leeuwen B.V., Attn: J. P. de Groot, Div. Mgr. (I, A, D), P.O. Box 30, 132 Eerste Zeine Oost, Waalwijk.

35595 — NETHERLANDS — Machinery, equipment and parts, especially heavy-duty parts for concrete products, cementmaking and related industries. Exclusive sales representations requested. Also interested in direct purchase on an exclusive basis. Wive Techniek B.V. (I, A), 4 Paolalaan, Nunspeet.

General industrial machinery

35642 — JAPAN — Air-filters and air-cleaners of high performance and long life for: (1) removing organic odors (human, animal, etc.), (2) purifying exhaust gas from duplicating machines using ammonium as developers, (3) collecting pharmaceutical dust in hospitals and pharmacies, (4) bio-clean room filters, (5) collecting arc-welding fumes, (6) collection oil-mists in metal-working plants. Tokyo Press & Die Co., Ltd., Attn: Mr. R. Shimakata, Planning Dept. (D, M), Asahi Bldg., 12-1 Nohombashi 3-Chome, Chuo-ku, Tokyo 103.

35662 — FRANCE — Power transmission equipment: variable speed drives and gears. Unicum S.A. (I, M), 35 Rue De La Bienfaisance, 75008 Paris.

35672 — GREECE — Equipment for biological treatment of sewage. Package units for use by hospitals, tourist projects and small communities. Christos Ignatakis (I, A), 21 Tsimiski St., Thessaloniki.

Service industry machines

35890 — SWITZERLAND — Waste household and commercial pulping, compacting and shredding machines, small to medium sized. Exclusive agency for Switz., Benelux and Scandinavian countries. Heberlein Intl Trading, Attn: Mr. Gattiker (I, A, M), 9630 Wattwil.

Electrical industrial apparatus

36231 — BAHRAIN — Welding and cutting machinery and equipment. The Hashmi Engineering Works (A, D, M), P.O. Box 110, Manama. Attn: Mr. S. O. Ali Shah.

Household appliances

36300 — BAHRAIN — Household appliances. Mahood Abdulnabi Bushiri (I, A), P.O. Box 91, Government Rd., Manama. Attn: Mr. M. T. Bushiri.

36393 — FRANCE — Garbage disposal units. Compagnie de Distribution Thermique (D), 62 Rue Doyen Gosse, 38600 Fontaine.

Radio, television receiving sets

36510 — BAHRAIN — Radios, televisions, tape recorders, other sound equipment. Mahmood Abdulnabi Bushiri (I, A), P.O. Box 91, Government Rd., Manama. Attn: Mr. M. T. Bushiri.

36512 — BAHRAIN — Color TV receivers (CCIR standard-pal color). Gajeria Electronics (A, D), P.O. Box 305, Manama. Attn: Mr. L. K. Bhatia.

36514 — TAIWAN — Car stereo, 600 sets/month; car TV, b/w & color, 300 sets/month. Chucio Enterprise Co., Ltd. (I, D), 229-1 Pa Teh Rd., Sec. 2, Taipei (105).

Electronic components, accessories

36740 — GERMANY — Electronic and electromechanical components, semiconductors, etc., for resale to electrical industry. F.o.b. airport of departure; payment 90 days net. ADCO-Electronic (Franz Adamczewski) (D, I), D-85 Nuernberg-Eibach, Heidestrasse 13.

36743 — SWITZERLAND — Power thyristors, silicon power rectifiers. Seeks exclusive distributorship arrangement. W. Moor AG, Elektro-Industriebedarf (I, A, D), Bahnstrasse 58, CH-8105 Regensdorf.

36792 — SWITZERLAND — Variable electronic capacitors: electrolytic, tantalum, polyester, polycarbonate, and plastic foil. Exclusive distributorship. W. Moor AG, Elektro-Industriebedarf (I, A, D), Bahnstrasse 58, CH-8105 Regensdorf.

Motorcycles, bicycles, parts

37510 — JAPAN — Golf course carts powered by gasoline or diesel engine. Yanmar Diesel Engine Co., Ltd., Attn: M. Morita, Mgr., Import Sec., Overseas Operations Div. (D, M), 11-1 Marunouchi 1-Chome, Chiyoda-Ku, Tokyo 100.

Instruments for measurement control and analysis

38211 — UNITED KINGDOM — Products desired are for aircraft engine and fuel systems: pressure and vacuum indicators, flow indicators and liquid level indicators. Hymatic Engineering Co. Ltd., Attn: G. B. Longbottom, Dir. (M, D), Glover St., Redditch, Worcs B98 7BQ.

Photographic equipment, supplies

38613 — BELGIUM — Small case containing movie projector and screen; (sound system included). European Industrial Equipment, Mr. Carette, Mgr. (I, A, D), 29 Quai du Commerce, 1000 Brussels.

Musical instruments, parts

39311, 39313 — TAIWAN — Pianos & piano parts, 300 sets per mo., actions, strings, tuning pins, etc. Taichen & Co., Ltd. (I, M), 69 Chen Kong Rd., Taichung (400).

Toys, amusement, sporting goods

39492 — SWITZERLAND — Exercising and general sporting equipment for home use and installation at fitness centers, universities, etc. Heberlein Int'l Trading, Attn: Mr. Gattiker (I, A, M), 9630 Wattwil.

Future Construction Abroad

SOUTH AFRICA — South African Railways and Harbours (SAR&H) has drawn up plans designing its new R13.3 million Pier 2 as a large **container handling terminal.** Implementation of the plan, however, awaits a final decision by the South Africa/Europe Conference Lines to provide a regular container shipping service. The terminal plan envisages five container berths each 1,000 ft. long, plus an additional coastwise container berth (800 ft.) for coastal cargoes. At least one berth will be able to handle rollon-rolloff traffic. Each will have an adjacent container stacking yard of about 12 acres. Planned specifications for the container cranes require that they be track mobile and able to handle container loads of 40 tons at the rate of one per two minutes. Substantial acreage of pier land will also be available for leasing to three private firms to erect container depots where sorting and packing operations will be carried out. The entire site will be well serviced with container rail facilities. Each berth will be planned to handle 70-80,000 containers annually. While Durban is scheduled to become South Africa's principal container handling port, the SAR&H is also planning to provide such facilities at Cape Town and Port Elizabeth. Initially two berths will be converted at Cape Town and one at Port Elizabeth into container handling berths. The SAR&H is also planning to develop a container rail terminal at Kazerne near Johannesburg to service South Africa's most industrialized Reef area. As container handling equipment is not yet available locally, most of the equipment needed will be obtained through international tenders. U.S. firms can write to E. A. Edwards, System Harbour Engineer, S.A. Railways & Harbours, 811 Oswald Pirow Bldg., 202 Smith St., Durban.

DENMARK—The Director of the Copenhagen Airport Authority, Poul Andersen, was appointed head of the Project Control Group for the **expansion of Copenhagen's international airport** at Kastrup and the **construction of the new airport** on Saltholm Island. Expansion of Kastrup Airport will involve the expenditure of $120 million and the present cost estimate of the new airport at Saltholm is $270 million. It will take some additional months to obtain approval of the plans and begin construction. Financing has not yet been arranged for these projects. The first phase of the Saltholm project will be the preparation of the island for construction. This will require considerable landfill, combined with a dike around the island. Mr. Andersen said that the Saltholm project will be divided into a number of sub-projects and that all aspects of construction will remain under the control and direction of the Airport Authority. Since there is no intention to expand the Airport Authority staff beyond its present size, considerable use will be made of consultants on specific aspects of the construction. The Airport Authority has already contracted with Tirey Vickers, Vice President of James C. Buckley Consultants, of Washington, D.C., for a study of aircraft patterns and controls. All aspects of construction will be let under international tenders. Inquiries may be sent directly to Poul Andersen, Managing Director, Copenhagen Airport Auth., 2770 Kastrup, Denmark.

KOREA — The Oriental Chemical Industrial Co. (OCIC) plans to **expand its soda ash plant** in Inchon at a cost of $3 million. The expansion will double the capacity, to 500 tons per day. Equipment for the expansion will be largely off-the-shelf, and OCIC plans to procure through competitive bidding. Financing has not been arranged yet. Interested U.S. firms may write to: Lee Soo Young, Managing Director, Oriental Chemical Industrial Co., Ltd., Dongmyung Bldg., 50-50, Sokong-Dong, Chung-ku, Seoul 100.

SWITZERLAND—The Council of Federal Polytechnical Schools of Switzerland plans to construct a series of **new buildings for the Federal Polytechnical School** of Lausanne, at Dorigny, Ecublens. The overall budget for construction is estimated at SF 400 million in 1971 terms, plus SF 100 million for furniture, scientific equipment and instruments (SF 3.00 = $1). The construction, scheduled from 1973 through 1980, will result in the largest complex of buildings in the Lake Geneva region. The construction is under the supervision of the Federal Direction for Constructions. The building agency is the Council of Federal Polytechnical Schools. Jakob Zweifel, Robert Bamert and Markus Schellenberg are the architects. A coordinating agency has been set up, called Bureau de Plantification de L'EPFEL. Good sales opportunities exist for the following U.S.-made equipment: electronic and electrical measuring instruments; instruments for measuring physical characteristics, incl. laboratory instrumentation; radioactivity measuring instruments and other nuclear apparatus;

chromatographs and spectrometers; analytical balances; heating and refrigeration equipment; vacuum installations and equipment; high voltage power generators; audio-visual equipment; electronic data processing equipment; machine tools, and advanced laboratory furniture and equipment. Interested U.S. companies are invited to send technical and descriptive literature in at least two copies, preferably in French, to the coordinating agency as soon as possible. Bureau de Planification de L'EPFEL, avenue Fraisse 12, 1000 Lausanne, Attn: Sebastian Oesch, Director.

PAKISTAN — The Fauji Foundation has received Government of Pakistan approval for construction of a **600-ton daily capacity ammonia fertilizer plant** at Sadigabad in Punjab Province. The plant will utilize Mari natural gas. According to a recent study by Chemical Consultants Ltd. the plant will cost almost $60 million in foreign exchange plus the equivalent of almost $20 million in Pak rupees. A final feasibility study by Fluor Corp. of Los Angeles is due shortly. Fauji officials have indicated that they would welcome managerial/technical participation or equity participation up to 40 percent by a U.S. firm. When the arrangements for external financing are finalized, in about two months time, the Foundation will issue tender documents. The target for plant to become operative is December 1976.

CHINA — A report on **China's oil industry** prepared by the American Consulate General Hong Hong for U.S. firms expressing interest in this area, is available from the U.S. Department of Commerce, Trade Opportunities Sec., Rm. 1322, Washington, D.C. The report discusses China's reserves, crude oil production, refining capacity, transportation problems, consumption, offshore oil, and possible commercial opportunities for U.S. firms.

CAMEROON — A representative of Agence pour la Securité de la Navigation Aérienne en Afrique et a Madagascar (ASECNA) in Cameroon has stated that most freight facilities and the new control tower are now virtually completed on the $18 million Douala airport project. Work is now being started on a 19,200 squaremeter **passenger terminal**, a 400 square-meter **shelter for runway equipment**, and studies of **road access from the city to the new airport installations.** The new terminal is expected to handle up to 1,000 passengers per peak hour, or two million a year. Facilities would include an **infirmary, a movie theater, a post and telecommunications office, as well as police, customs and health inspection facilities.** The terminal will be built to permit later expansion of the ground area, as well as construction of several upper levels as needs increase. Work will be under the authority of ASECNA, which is headquartered in Dakar and has representatives in most former French territories and Paris. Actual projects will be undertaken by a series of companies, probably French, under the aegis of Paris-based Grands Travaux de l'Est, 92 Avenue Kleber, 75 Paris 16. Since financing is mostly French, supply opportunities for U.S. producers are limited, but spin-off products such as freight-handling equipment may present an opportunity.

THAILAND — Kasem Chatikavanij, general manager of the Electricity Generating Auth. of Thailand (EGAT), has announced approval of the proposed site at Ao Phai (Phai Bay) in Chon Buri province, for the planned 500-600 MW **nuclear power plant.** This site has also been approved by the International Atomic Energy Organization. Currently, EGAT is working with Burns & Roe Inc. of Oradell, N.J. on specifications which should be completed by the end of 1973 and hopefully go out for tender by mid-1974. It is believed that the plant will be scheduled for completion in about 1981. Interested U.S. firms should contact Mr. Chatikavanij at EGAT, Bangkluey, Rama-6 Bridge, Bangkok.

CAMEROON — Studies were completed in 1971 by Electricité de France (EDF) for a **180-MW. hydroelectric project** costing $45 million at Nachtigal Falls, 250 km. upstream from the town of Edea. Construction was originally set for 1975 with a 1978 completion date. The Cameroonian Government is now looking for low-cost financing for the dam construction. There is a possibility that a Canadian loan may be forthcoming for transmission lines and equipment but no official announcement has yet been made. Another hydroelectric site on the Sanaga River is the Song-Loulou, 90 km. above Edea. A much more expensive project at 13-18 billion francs CFA, depending on the capacity (125-250 KW), Song-Loulou would also help regulate the wide Sanaga River. Project studies were completed by Energie Electrique de Cameroun (ENELCAM) in 1972. No plans have been made for financing Song-Loulou and at present its capacity seems an unnecessary luxury for the industrial needs of the country. It is likely at this point that Song-Loulou will be delayed into the 1980's, when it is hoped that large industrial users like Pechiney-Ugine aluminum plant, ALUCAM, would utilize the capacity and perhaps help in financing the project. A third site that could serve the Edea industrial area and urban complexes is Njock on the Nyong river. Studies for the Njock site are now being done by EDF and are expected to be completed in mid-1974. Ministry officials say that the hydroelectric capacity is expected to be 60 MW. No construction plans have been set for the Njock project, but one Ministry official said that it could be a short-run alternative to both the Nachtigal and the Song-Loulou as a less-expensive project that would better fit the immediate power needs of the country. Availability of low-cost financing will be a critical factor in awarding any construction contracts.

MAURITIUS — Following a year-long study by McKinsey & Co., management consultants, the **Mauritian sugar industry** envisages an investment target of $60-$70 million in the next seven or eight years. Among the improvements will be: construction of modernized facilities in the harbor of Port Louis; mechanical loading of harvested sugar cane onto trucks for transport to the mills, and diversification of capital into light industry and tourist development. Inquiries should be directed either to the Mauritius Chamber of Agriculture, or Chamber of Commerce and Industry, Port Louis, Mauritius, Indian Ocean.

Japan's Largest Watchmaker Needs Top Quality Jewelry

Japan's largest watch manufacturer, K. Hattori & Co., Ltd., seeks new U.S. imports The firm is interested in high quality jewelry items including fraternal and school jewelry, and other quality personal and precision products which would fit into their marketing capabilities. Hattori distributes its products through a highly developed sales network of 60 wholesalers which account for 70 percent of annual sales volume and 3,000 direct dealer accounts. In addition, K. Hattori & Co. maintains local Nagoya, Fukuoka, Sendai, Sapporo, and Hiroshima. Interested U.S. firms should write the above firm at 2 Kyobashi, 5-Chome, 20 Chuo-ku, Tokyo 104; Attn: Kaneyuki Unno, Int'l Mkt. Div.

Mainland China Trade Unit Seeks Data On American Steel

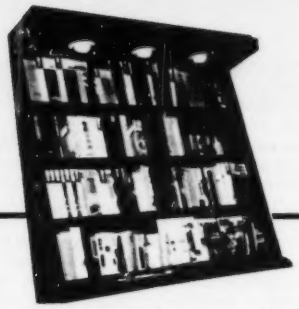
The General Manager of the China National Metals and Minerals Import and Export Corp., People's Republic of China, is interested in obtaining detailed specifications and general information on the types of specialty and ordinary steels that U.S. companies have available for export. Forward all such information directly to: T'ien Kuang-T'ao, General Manager, China National Metals and Minerals Import and Export Corp., Erh Li Kou, Hsi Chiao, Peking. For further details contact Bert Planagan, U.S. Department of Commerce, Bureau of East-West Trade, DIBA-558, Washington, D.C. 20230.

Indonesia Invites Bids On Educational Items

Indonesia's Department of Education and Culture invites bids for the following educational equipment: (A) machining and fitting course, (B) automatic course, (C) electrical/electronics course, (D) building construction/civil course, (E) audio-visual. The costs of the tender documents and packages are $5 for the Asia region, $6 for the European region, and $8.50 for the American region. Each bid shall be accompanied by a bid bond of not less than 3 percent of the price of the bid. All bid requests should be mailed to Indonesia Education Project, Technical Training Center, Ministry of Education and Culture, Jalan Tamansari 124, Bandung. Bid deadline is Nov. 17.

Japanese Forwarder Seeks Ties With U.S. Catalog Firm

Nippon Express, Japan's largest express and freight forwarding firm, and its associated company, Nittsu Trading Co., is seeking an arrangement with an American full line or specialized catalog firm. Nittsu Trading Co. offers sales possibilities for catalog distribution, product showrooms and catalog sales spots. The form of business cooperation, including financial investment, is open to discussion. Interested firms or individuals should contact Noboru Kanase, Managing Director, Nippon Express Co. Ltd., No. 12-9, 3 Chome, Soto-Kanda, Chiyoda-Ku, Tokyo.



New Publications

When ordering any publication, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its district offices.

OFFICE OF THE SECRETARY

NATIONAL INDUSTRIAL POLLUTION CONTROL COUNCIL

Environmental protection in the synthetic rubber industry. June 1973. 24pp. At GPO Bookstores, 25¢; by domestic mail, 35¢. This report has been prepared by a sub-council of the National Industrial Pollution Control Council as an information paper. It describes the actions and presents the views of those industries most directly involved with the particular pollution problems addressed.

DOMESTIC AND INTERNATIONAL BUSINESS

BUREAU OF COMPETITIVE ASSESSMENT AND BUSINESS POLICY

Construction review. Vol. 19, No. 6. Annual subscription $11.50 (add $3 for foreign mailing). Single copy $1. Featured in this issue: Cement: a look at the industry and its market.

Printing and publishing. Vol. 14, No. 2. Annual subscription $2 (add 50¢ for foreign mailing). Single copy 50¢. Featured in this issue: Employment patterns in printing and publishing; Five years of Florence; Highlights of trade in printing.

BUREAU OF EAST-WEST TRADE

Export Control

Export control bulletin—supplement to export control regulations (ECB-OEC-97). 16pp. 50¢.

Export control bulletin—supplement to export control regulations (ECB-OEC-98). 2pp. 50¢.

Export administration: 2nd quarter 1973. Report by the Secretary of Commerce to the President, the Senate, and the House of Representatives. 100pp. $1.

BUREAU OF INTERNATIONAL COMMERCE

Export Market Digests

Computers and Related Equipment

Italy (EMD 73-142). 6pp. 25¢.

Overseas Business Reports

Annual subscription $28.50 (add $7.25 for foreign mailing). Single copy 30¢ each. *Incorrect prices for Overseas Business Reports were listed in the Sept. 17 issue of* Commerce Today. *We regret the error.*

Foreign trade regulations of Thailand (OBR 73-37). 8pp.

International economic indicators — a quarterly report (OBR 73-38). 42pp.

Establishing a business in Turkey (OBR 73-39). 20pp.

SOCIAL AND ECONOMIC STATISTICS ADMINISTRATION

BUREAU OF ECONOMIC ANALYSIS

Survey of current business. Vol. 53, No. 8. Annual subscription, including weekly statistical supplement $20 (add $5 for foreign mailing). Single copy $2.25.

Business conditions digest. Series ES1, No. 73-8. Annual subscription, including supplements, $33 (add $8.25 for foreign mailing). Single copy $3.25. This monthly report brings together many of the economic time series found most useful by business analysts and forecasters.

Defense indicators. Series ES4, No. 73-8. Annual subscription $7.50 (add $2 for foreign mailing). Single copy 75¢. The purpose of this monthly report is to bring together the principal time series on defense activity which influence short-term changes in the national economy. These include series on obligations, contracts, orders, shipments, inventories, expenditures, employment, and earnings.

BUREAU OF THE CENSUS

Data access descriptions (DAD No. 33, Series: CG-3). Sold in combination with Small-Area Data Notes at an annual subscription price of $5.50. Single copy price varies; this issue 50¢.

County Business Patterns 1972

Pennsylvania (CBP-72-40). 204pp. $3.05.

Construction and Housing

Housing starts: July 1973 (C20-73-7). 22pp. Annual subscription $4.50 (add $1.25 for foreign mailing). Single copy 45¢.

New one-family homes sold and for sale: June 1973 (C25-73-6). 22pp. Annual subscription $3. Single copy (monthly) 10¢. Single copy (annual) $2.

Characteristics of new one-family homes: 1972 (C25-72-13). 162pp. Annual subscription (includes annual report, 12 monthly issues, and four quarterly supplements) $3. Price this issue $2. This is a joint report of the U.S. Department of Commerce and the U.S. Department of Housing and Urban Development.

Authorized construction — Washington, D.C. area: July 1973 (C41-78-7). 4pp. Annual subscription $1. Single copy 10¢.

Residential alterations and repairs—expenditures on residential additions, alterations, maintenance and repairs, and replacements: first quarter 1973 (C50-73-Q1). 12pp. Annual sub. (includes 2-part annual report) $1.50. Single copy 25¢.

Market absorption of apartments: 2nd quarter 1973 (H-130-73-2). 4pp. Annual subscription $1.50. Single copy (quarterly) 25¢. Single copy (annual) 50¢.

1970 Census of Housing

Residential finance. Vol. V. March 1973. 856pp. At GPO Bookstores, $9.50; by domestic mail, $10.25. This report presents statistical summaries of data collected in the Residential Finance Survey conducted in 1971 as part of the 1970 Census of Housing. Detailed information is shown on the financing of homeowner and rental properties, including characteristics of the mortgages, properties, and homeowners.

Distribution and Services

Monthly wholesale trade—sales and inventories: July 1973 (BW-73-7). 20pp. Annual subscription $3.50 (add $1 for foreign mailing). Single copy 35¢.

Weekly retail sales. Estimated sales of U.S. retail stores for week ending Sept. 8 (CB-73-275). 2pp. 15¢.

Foreign Trade

Imports—commodity by country: June 1973 (FT 135-73-6). 242pp. Annual subscription $46 (add $11.50 for foreign mailing). Single copy $4.

Exports—commodity by country: June 1973 (FT 410-73-6). 518pp. Annual subscription $72.50 (add $18.25 for foreign mailing). Single copy $6.25.

Puerto Rico and U.S. possessions: May 1973 (FT 800-73-5). 28pp. Annual subscription $5.50 (add $1.50 for foreign mailing). Single copy 45¢. Annual issue 55¢.

Airborne exports and general imports: June 1973 (FT 986-73-6). 4pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Governments

Public employment in 1972 (GE 72, No. 1). 36pp. 70¢.

Holdings of selected public employee retirement systems: June 30, 1973 (GR73, No. 2). 2pp. 25¢.

1972 Census of Governments

State reports on State and local government finances. Vol. VI, No. 2. 74pp. 90¢.

Industry

Aluminum foil converted: 1972 (Series: MA-34P(72)-1). 4pp. 25¢.

Steel mill products: 1972 (Series: MA-33B(72)-1). 30pp. Annual subscription (incl. M33-3) $1.75. Single copy 25¢.

1972 Census of Manufactures

Fuels and electric energy consumed (MC72(SR)-6). 98pp. $1.25. This is the first in a series of reports from the 1972 Census of Manufactures. It presents estimates of the quantity and cost of purchased fuels and electric energy used by manufacturing plants in 1971 to produce heat and power.

Population

Current Population Reports issued in series P-20, P-25, P-26, P-27, P-28 (summaries only) P-60 and P-65 are sold as a single consolidated subscription at $14 per year ($3.50 more for foreign mailing).

College plans of high school seniors:

October 1972 (Series: P-20, No. 252). 18pp. 45¢.

Estimates of the population of the United States to July 1, 1973 (Series: P-25, No. 504). 2pp. 25¢.

Government workers (PC(2)-7D). 310pp. At GPO Bookstores, $2.75; by domestic mail, $3.20.

Americans living abroad (PC(2)-10A). 182pp. At GPO Bookstores, $2; by domestic mail, $2.35.

1970 Census of Population

Characteristics of the Population

Missouri. Vol. I, part 27. 1144pp. $10.

Wisconsin. Vol. I, part 51, 1146pp. $10.

SCIENCE AND TECHNOLOGY

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

Monthly weather review. Vol. 101, No. 5. Annual subscription $19 (add $4.75 for foreign mailing). Single copy $1.75.

Environmental Research Laboratories

Contributions to seismic zoning (ERL 267-ESL 30). 100pp. $1.30. This report includes papers first presented at the International Conference on Microzonation for Safer Construction held in Seattle, Wash., Oct. 30-Nov. 3, 1972. The topics discussed reflect a major area of interest of NOAA's Seismological Research Group in the Earth Science Laboratories of ERL. The purpose of the papers is to present a unique approach to seismic zoning, and to examine factors involved in the zoning process.

National Marine Fisheries Service

Marine fisheries abstracts. Vol. 26, No. 9. Annual subscription $6.50 (add $1.75 for foreign mailing). Single copy 65¢. This publication contains summaries of selected articles from trade, engineering, and scientific journals dealing with the entire spectrum of fishery science. It is designed to serve the needs of fishery scientists, engineers, and managers in industry, academic institutions, and government by supplying timely information on current progress in fishery research and technology.

NATIONAL BUREAU OF STANDARDS

Dimensions/NBS (formerly Technical News Bulletin). Vol. 57, No. 8. Annual subscription $6.50 (add $1.75 for foreign mailing). Single copy 65¢. This is the first issue of Dimensions/NBS, formerly the Technical News Bulletin, in its new restructured format. Contents include: To our readers; energy and NBS; energy conservation in buildings; household appliance energy labels; energy generation and transmission; liquefied natural gas and NBS; comparative performance of motor vehicles operated on gasoline, compressed natural gas, and propane; three States receive weights and measures standards; and more.

Dynamic thermal performance of an experimental masonry building (Building Science Series 45). 104pp. $1.25. Measurements of the dynamic heat transfer in an experimental masonry building were made in a large environmental chamber to explore the validity of a computer program developed at NBS, labeled NBSLD, for computing heating and cooling loads and indoor air temperatures. This study was jointly supported by the National Bureau of Standards and the Department of Housing and Urban Development.

Physics and Chemistry. Vol. 77A, No. 4. July-August 1973. Annual subscription $17 (add $4.25 for foreign mailing). Single copy price varies; this issue $1.85.

A synchronous satellite time delay computer (Tech. Note 638). 40pp. 45¢. A special purpose slide rule designed to compute the free space propagation delay between a synchronous satellite and points on the earth's surface is discussed. A sample slide rule which may be cut out and used is included.

Publications and services of the National Bureau of Standards Cryogenics Division, Institute for Basic Standards, Boulder, Colo. 80302: 1953-1972 (Tech. Note 639). 86pp. 75¢. This Technical Note catalogs the publications of the Cryogenics Division, along with author and subject indexes, for the period 1953 through 1972. It also contains a listing of available thermodynamic properties charts, bibliographies, and miscellaneous reports of cryogenic interest. A résumé of the activities and services of the Cryogenics Division is included.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for microfiche of each document is $1.45.

Survey of Computer Networks (AD-762 068). Mitre Corp., McLean, Va. 91pp. $3 (microfiche 95¢). Surveys ten major computer networks and outlines their capabilities, design concepts and most significant features.

Machine Tool Control Through a Minicomputer (Y-1870). Union Carbide Corp. 72pp. Describes a minicomputer control system developed for a two-axis machine tool lathe.

Stationary Internal Combustion Engines in the United States (PB-221 457). Shell Development Co., Houston. 120pp. $5.45. Surveys stationary reciprocating engines in the U.S. Tells about types and applications of engines; typical pollutant emissions facts for diesel, dual fuel, and natural gas engines; engine differences that cause emissions to vary; total horsepower and emissions; pollution potential of stationary engines in densely populated regions; and potential emissions control techniques. Includes gas turbines where appropriate.

National Inquiry Into Productivity in the Durable Goods Industry (PB-221 001). U. of Massachusetts. 112pp. $5.45. Focuses on unhealthy economic conditions in the U.S. machine tool industry. Analyzes problems, needs and restrictions, and recommends remedies.

Welfare Careers and Low-Wage Employment (PB-221 197). U. of Michigan and Wayne State U. 298pp. $6.75. Compares welfare recipients and non-welfare low-income workers, revealing similar personal characteristics and experiences, as well as the shared disadvantages of race, sex, education, Southern origin, and family disruption.

Privacy Transformations for Data Bank Systems (AD-761 563). Rand Corp. 51pp. $4.50. Briefly discusses irreversible transformations and their use for computer security; examines various transformation classes for suitablity and effectiveness.

Proceedings of the First International Electronic Crime Countermeasures Conference (PB-222 180). Kentucky U. 257pp. $6.75. Held at Edinburgh, Scotland July 18-20, the Conference included sessions on alarm systems, detection devices and systems, command control and communications, police systems, authentication systems, advanced countermeasures techniques, and identification.

Microcircuit Reliability Bibliography (AD-763 764). ITT Research Institute, Reliability Analysis Center, Chicago. 410pp. $40 (microfiche, $40). Contains more than 2,500 citations of literature on the reliability of microelectronic devices.

Prevention of damage to pipelines (PB-222 014). National Transportation Safety Board, Washington, D.C. 35pp. $3.75 (microfiche $1.45). Recommends ways to prevent pipeline accidents during construction.

Survey of Research on Job Satisfaction (AD-763 690). George Washington U. 49pp. Focuses on job-related variables that influence attitudes and behavior.

Toward a Theory of Managerial Succession (AD-763 720). Air Force Institute of Technology, Wright-Patterson AFB. 84pp. $4.85.

A Guide to Writing Collective Bargaining Agreements (PB-221 383). Minnesota Civil Service Dept. 40pp. $3.75 (microfiche $1.45). Discusses the impact of a labor agreement, management's objectives, the need for a negotiation philosophy, and the typical clauses found in such agreements.

Cadmium in the Environment, II (PB-221 198). Karolinska Institute, Stockholm. 173pp. $6. Reviews the toxic effects of cadmium on humans and animals.

Design techniques for associative memories and processors (PB-220 714). University of California, Los Angeles, Calif., paper copy $6.75, 255pp. Discusses design techniques for high-speed, large-capacity, economical, and highly reliable associative devices with emphasis on their fault-tolerance problems.

Summaries of USAEC environmental research and development (TID-4065-R1). Division of Biomedical and Environmental Research (comp.), Atomic Energy Commission, Oak Ridge, Tenn., paper copy $7.60, 177pp. Presents summaries of individual projects of the Environmental Research and Development Program. Categories included are: transport and fate; measuring and monitoring; evaluation of effects (both human health and safety and natural populations and species); and prevention and control technology.

Physical, chemical and microbiological methods of solid waste testing (PB-220 479). National Environmental Research Center, Cincinnati. 212pp. $6.75. Describes the physical, chemical, and microbiological methods used by the Solid Waste Research Laboratory to analyze solid wastes and solid waste related material.

Solid waste as fuel for power plants (PB-220 316). Horner and Shifrin, St. Louis, 158pp. Considers the technical and economic feasibility of burning refuse as supplementary fuel in large utility boilers.

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CHEYENNE, WYO., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2220.

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MINNEAPOLIS, 55401, 306 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

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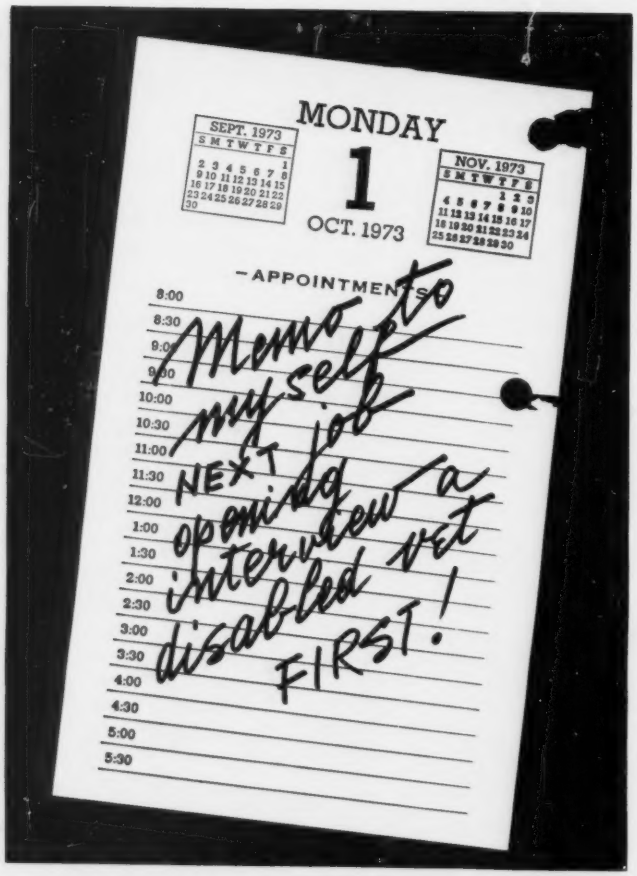

The President's Committee on Employment of the Handicapped
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